



Title: Technical Sales Territory Manager

FLSA Status: Salaried, Exempt

Department: Sales

Position Status: Full Time

Reports To: US Sales Manager

Position Location: Indianapolis

Position Description and Company: Copper Mountain Technologies' Technical Sales Territory Manager will be a part of our growing global sales team. Our USB VNAs are next generation analyzers designed to meet the needs of 21st Century engineers. Our VNAs include an RF measurement module and a processing module, a software application which runs on a Windows PC, laptop or tablet, connecting to the measurement hardware via USB interface. CMT was awarded innovation and product leadership awards by Frost & Sullivan in 2015 and 2017.

The successful candidate will have the technical background, sales experience, and personal drive to solve customers' technical and business problems, and as a result, grow sales in their assigned territory. Take this opportunity to join a great company. This position can be located in one of the Southwestern states and close to a major airport.

Essential Position Functions:

- Maximizes sales growth and manages sales activities in a geographical territory
- Consistently achieves or outperforms sales quota
- Conducts technical presentations, product demonstrations, and provides applications consulting to prospects and customers
- Explores new markets and industries to provide growth avenues for the company
- Manages sales pipeline and opportunities in the CRM system
- Works with marketing and inside sales to maximize conversion of marketing qualified leads to sales qualified leads to closed sales
- Consistently provides exemplary customer service during pre-sales and post-sales activities
- Represents Copper Mountain Technologies at industry trade shows and conferences

Note: *The statements contained herein describe the essential functions of this position but should not be considered an all-inclusive listing of work requirements. Individuals may perform other duties as assigned including work in other areas to cover absences or relief to equalize peak work periods or otherwise balance the workload.*

Qualifications:

- Three to five years of experience in sales or business development of technical solutions or products
- Degree in Electrical Engineering or Electric Engineering Technology preferred
- Ability to understand highly technical products and communicate with technical prospects
- Experience meeting and exceeding sales goals as part of a growing technology company
- Strong communication skills and ability to articulate complex solutions and strategies to customers
- Ability to travel a minimum of 50% of time within territory
- Ability to work in a fast-paced environment, flexibility and adaptability

Non-Essential Position Functions:

- Other duties as assigned

Supervisory Responsibilities:

- None at this time

Knowledge, Skills, and Abilities:

- Strong drive to help customers solve their technical and business challenges
- Basic knowledge of RF system design, test and integration
- Knowledge of and experience with Vector Network Analyzers preferred
- Ability to communicate technical material clearly, both verbally and in writing
- Ability to work closely with other people to solve challenging problems

Certificates, Licenses, and Registrations:

- Valid driver's license

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Physical Demand	Never (0%)	Occasionally (1-30%)	Frequently (31-60%)	Continuously (61-100%)
Sit				X
Stand		X		
Walk		X		
Use hands to finger, handle, or feel				X
Reach with hands and arms			X	
Climb or balance	X			
Stoop, kneel, crouch, or crawl	X			
Talk or hear				X
Taste or smell	X			
Travel		X		
Overtime			X	
Up to 50 pounds		X		
Up to 100 pounds	X			
More than 100 pounds	X			
Close vision				X

Distance vision		X		
Color vision				X
Peripheral vision		X		
Depth perception		X		
Ability to adjust focus				X

Work Environment Demands

Environmental Demand	Never (0%)	Occasionally (1-30%)	Frequently (31-60%)	Continuously (61-100%)
Wet or humid conditions	X			
Work near moving mechanical parts	X			
Work in high, precarious places	X			
Fumes or airborne particles	X			
Toxic or caustic chemicals	X			
Outdoor weather conditions	X			
Extreme cold (non-weather)	X			
Extreme heat (non-weather)	X			
Risk of electrical shock	X			
Video Display Terminals				X
Work with explosives	X			
Risk of radiation	X			
Vibration	X			

The noise level in the work environment is **usually moderate**.

Employee Receipt

I have received and read this position description and can perform the essential functions of the job as well as the physical and work environment demands and agree to perform accordingly.	
Employee Signature:	Date:
Print Name:	