



Technical Sales Territory Manager Northeast U.S.

Position Description

Department: U.S. Sales	Reports To: Director of Sales US & Canada
FLSA Status: Salaried, Exempt	Position Status: Full Time
Position Location: Northeast U.S.	Updated: 3/31/26

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:	

Summary of Position Functions

Copper Mountain Technologies' Technical Sales Territory Manager will be a part of our growing global sales team. Our VNAs are next-generation analyzers designed to meet the needs of 21st-century engineers. Our USB VNAs include an RF measurement module and a processing module - a software application that runs on Windows or Linux devices with x86 or ARM processors. CMT VNAs are used by NASA, multiple National Labs, NIST (National Institute of Standards), and thousands of companies developing autonomous vehicles, quantum computing, satellite communications, aerospace, defense, medical, and other solutions that rely on RF (radio frequency) technology. CMT was awarded multiple innovation and product leadership awards by Frost & Sullivan.

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.



Essential Position Functions

- Maximizes sales growth and manages sales activities in the assigned 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.

Education and Qualifications

- Three to five years of experience in sales or business development of technical solutions or products
- RF or Microwave background preferred
- 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

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

Certifications, Licenses, Registrations

Valid driver's license