

## BUSINESS DEVELOPMENT and SALES SPECIALIST

### ABOUT THE COMPANY

Persistent Systems is a growing business that develops Mobile Ad hoc Networking (MANET) wireless radio systems for US Government and commercial applications. The radios are typically worn on the person, mounted to manned vehicles, integrated into autonomous unmanned vehicles, or installed at fixed sites. The systems provide on-the-move data, voice, video, and situational awareness capability. Located in the heart of New York City, Persistent Systems is an exciting company that is passionate about delivering cutting edge products.

### JOB DESCRIPTION

We are looking for a Business Development and Sales Specialist who will support the day-to-day activities of the Sales and Business Development Division reporting to the Vice President of Business Development and Marketing. The main responsibility for this position is to ensure the Account Managers are engaged with the appropriate customers to increase business and efficiency of the division. This position will also be responsible records on the operations of the sales team using Salesforce.com. The position will also be responsible for exportation of the Wave Relay® system and its components in compliance with all federal laws and regulations. Additionally supporting customers in business and sales capacities as required for expansion through direct sales as well as the worldwide Reseller network. The ideal candidate should be organized, a planner, a self-starter, with the ability to operate in a dynamic environment. Additionally, the applicant must possess the ability to work well with others as they will be working in a team environment.

### QUALIFICATIONS / EXPERIENCE

Applicant should possess at least a Bachelor degree in Business or its equivalent. Applicant must have experience with the following:

- Salesforce.com
- International Relations
- Strategic Project Planning and Analysis
- Support of Sales teams, technical sales preferred
- Team account budgets and forecasting
- Basic computer skills, including Microsoft Word, Excel Programs and One Note

### PERFORMANCE RESPONSIBILITIES

- Maintenance of Salesforce.com and all that it encompasses.
- Being the liaison between VP of Business Development and the Sales Team.
- Interfacing with customers and organizing effective plans
- Researching business leads and new development opportunities
- Monitoring the performance of the department and designing improvement models
- Customer satisfaction strategies
- Preparation of weekly sales meeting minutes and any follow ups.

### EMPLOYEE BENEFITS

Persistent Systems offers a full suite of health, dental, and life insurance, and we provide multiple plans to suit individual needs. We also offer a matching contribution retirement plan and a flexible spending plan.

### APPLY

Please send a resume and cover letter, and compensation requirements.

