



TMD Technologies, LLC

1730 Twin Springs Rd, Suite 211
Baltimore MD 21227 USA
410-242-4290

JOB DESCRIPTION

TITLE: East Coast Sales Manager

POSITION REPORTS TO: CEO, TMD-US

BACKGROUND: TMD Technologies, LLC (TMD-US) is in the third year of our expansion into the US defense market. Our business has grown to the point where we need to add a dedicated East Coast Sales manager to our small yet rapidly growing team. TMD-US is a subsidiary of our UK based parent company TMD Technologies Limited (TMD-UK). TMD-US operated under a Special Security Agreement (SSA) with the US Defense Security Service (DSS) and has a focus on the High Power Microwave Transmitter aspects of the Radar, EW, Communications and EMC markets. TMD-US is located 5-10 minutes from the BWI airport.

SCOPE: TMD-US wishes to hire an East Coast sales manager. The candidate will be based out of our Baltimore, MD office and have responsibility for managing all sales related aspects for our existing East Coast customers while developing long term production program business with new customers. The person required may already have experience working in the Radar / EW community, and preferably handling microwave sub-systems. The primary responsibilities will be to work all sales related aspects of a complex, long term US government program. The candidate will be able to achieve annual program design, win and sales booking targets. The ability to work closely with a small team and interface with our foreign parents engineering, operations and sales teams in the United Kingdom are keys to success.

MAIN DUTIES:

- Develop and maintain relationships with existing and new customers and be able to interface with all departments within these companies (Engineering, Program Management, Supply Chain, Operations, Executive, etc.)
- Work the internal TMD business areas and coordinate the quoting/proposal process to ensure TMD delivers a quality, winning proposal
- Achieve/Exceed annual quota for order intake
- Manage the sales forecast for the given region and effectively use the TMD CRM system
- Participate in relevant trade shows and industry events
- Maintain up to date product knowledge on TMD's products and capabilities
- Produce detailed visit reports for each customer visit; these reports will detail both the technical and commercial situation
- 30-60% Travel in support of customer activities, International travel will be required

QUALIFICATIONS:

- Proven sales experience
- Bachelor's degree (business or technical)
- US Citizen, valid US passport and existing US security clearance or ability to obtain clearance
- Must enjoy the small company environment
- International experience and understanding of SSA, ITAR and EAR would be a plus

Interested candidates should send their information to hr@tmdus.com