



2758 North 1600 West
Pleasant View, Utah 84404
Ph. 801-612-9156

BUSINESS DEVELOPMENT/SALES ACCOUNT REPRESENTATIVE

JOB DESCRIPTION: Rocky Mountain Testing is seeking a qualified full time business development/sales account representative who is dependable, detailed oriented, and a team player to become part of a dynamic team.

Rocky Mountain Testing is an Independent test lab that conducts environmental testing on products to various temperature/humidity conditions, package testing, vibration testing and more. Ideal sales candidate would have hands on work experience and knowledge of a product test lab with a strong sales back ground in the Aerospace and Defense industry.

JOB RESPONSIBILITIES/REQUIREMENTS:

- Generate and qualify leads resulting from Internet or field activity.
- Responsible for all sales activities in assigned accounts or regions.
- Present and sell company testing services to current and potential clients.
- Prepare presentations and technical sales quotes for the Aerospace and Defense markets.
- Follow up on new leads.
- Generate new business in the Aerospace and Defense markets.
- Develop a sales & marketing plan to address new testing business.
- Identify sales prospects and contact those prospects and other accounts as assigned.
- Establish and maintain current client and potential client relationships.
- Identify and resolve client concerns by phone, electronically or in person.
- Maintain a customer database.
- Make sales calls to new and existing clients.
- Maintain sales activity records and prepare sales reports for management.
- Participate in marketing events such as seminars, trade shows, and telemarketing events.
- Ability to work with customer supplied test specifications.
- Demonstrate a working knowledge of test standards such as Mil-810, DO160, ASTM, ISTA etc.
- Excellent communication skills to be able to interact with customers and co-workers in a professional manner.
- Self-motivated and willing to learn new techniques.
- Ability to work with a team, good written and verbal communication skills.
- Ability to manage assigned tasks, meeting deadlines.
- Strong mechanical aptitude.



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WORK EXPERIENCE & SKILLS/QUALIFICATIONS:

- 5 plus years of Technical Sales experience. Aerospace and Defense a plus.
- Sales proven track record for growing sales and achieving sales targets.
- Strong oral and written skills.
- Strong customer service skills, dealing with customers.
- Strong organizational skills.
- Ability to multi-task.
- Perform job duties in an accurate, proficient, and timely manner.
- Project management skills.
- Well organized with attention to detail and accuracy.
- Knowledge of relevant computer applications (MS Office, Word, Excel, Power Point).
- Knowledge of principles and practices of sales.
- Experience in making presentations.
- Goal driven.
- May perform other duties as assigned by management.

EDUCATION:

- Associate Degree in Sales & Marketing.

REQUIREMENTS

US Citizenship or US Permanent Resident status required (due to access to US export-controlled information)

Must have a valid driver's license.

PHYSICAL DEMANDS

Working conditions are normal for an office environment. Work requires some local travel to current and potential clients. May require occasional overnight travel and weekend and/or evening work.

RMTS is an Equal Opportunity Employer for all protected categories under applicable law and is a drug-free workplace.

COMPENSATION FULL TIME:

- Medical Insurance
- Dental insurance
- Paid holidays
- Accrued paid time off



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- Profit sharing program
- Tuition Reimbursement
- Sales Incentive Plan
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Pay Range: \$65K to \$110K. Depending on Experience.