



Position: International Sales Development Manager
Time: Full-time (Spring 2016)
Location: Somerville, MA
Contact: jobs@altaerosnergies.com



Altaeros Energies seeks a creative, energetic and passionate international sales development professional to help drive marketing, sales and customer development efforts in international markets. The ideal candidate should be excited and energized by the idea of engaging with a diverse customer/prospect base recognizing the subtleties and nuances of each one of them, and the opportunity to bring a positive impact to hundreds of millions of people throughout the world. The role involves significant international travel.

Altaeros is commercializing the world's first autonomous aerostat, which has global applications across a wide range of industries, from energy generation to communication and agriculture. We place a high premium on creative, strategic thinking; exceptional communication and poise under pressure; and an industrious, "get-it-done" attitude. Specific skillsets are important, but less important than an ability to learn and adapt to new markets and opportunities.

If you are interested in applying, please send a cover letter and resume to jobs@altaerosnergies.com with the subject [Your Name – International Sales Development Manager].

Qualifications:

- 4-year College Degree, MBA preferred
- 3+ years experience in customer development/product sales in telecommunications and/or developing markets
- Comfort with a dynamic environment and an ability to operate in ambiguous situations
- Exceptional verbal and written communication skills, both internally and externally
- Literacy of telecom equipment, mobile wireless technologies
- Ability to quickly become familiar with new technical solutions
- Demonstrated track record of ambitious accomplishment
- High level of proficiency with MS Word, PPT, Excel, Salesforce
- Previous experience in a start-up environment is a plus
- Uncompromising integrity and ethical standards
- A passionate, energetic and fun attitude

Responsibilities/Activities:

- Drive generation of new customer leads in international markets and develop ongoing customer relationships
- Perform market research and financial/project modeling efforts to evaluate and prioritize several business models
- Work with product marketing team to create marketing content tuned to each international market
- Work with design team to produce polished marketing materials
- Interface with engineering team to create marketable product specifications
- Take initiative to drive the growth and success of Altaeros in any way you can!

About Altaeros Energies, Inc.

Our mission is to deliver the next generation of infrastructure to rural and isolated communities around the world. And to have fun doing it! We combine proven technology with flight control innovations that enable cost effective autonomous deployment of tethered airborne platforms. Applications for Altaeros' products include power generation, telecommunications, and technology enabled agricultural services. Founded in 2010, Altaeros launched the world's first fully functional airborne wind turbine in 2012 and is now working to develop the first commercial version.