



<b>Job Title:</b>	Spectroscopy Business Leader	<b>Job Category:</b>	Sales/Marketing
<b>Department/Group:</b>	Sales/Marketing		
<b>Location:</b>	Milwaukee, Wisconsin	<b>Travel Required:</b>	Up to 50% travel
<b>Level/Salary Range:</b>	\$150k to \$170k base with commission bonus potential. Target \$190 to \$210	<b>Position Type:</b>	Full-Time, Exempt
<b>HR Contact:</b>	Janet Daniels	<b>Reporting into:</b>	Chief Operating Officer

EMAIL: [recruiting@radomcorp.com](mailto:recruiting@radomcorp.com)

Subject Line: Resume for Spectroscopy Business Leader

### Job Description

#### ABOUT US

Radom is a global leader in advanced plasma technologies. We provide sustainable and innovative plasma solutions for industries including analytical instrumentation, clean tech, and hydrogen generation.

Our products and instruments lead to safer processes, faster performance, and the reduction of pollution with the promise of continuing to detoxify our earth.

#### OVERVIEW

This position is ideal for an individual who has a passion for acquiring, applying and communicating practical knowledge to audiences of widely varying expertise. We are seeking a Business Sales Manager with experience in leading the sales teams and providing market strategy for the atomic spectroscopy products. Radom has developed and exclusively branded Cerawave technology used to commercialize a microwave inductively coupled atmospheric plasma for atomic spectroscopy applications. This opportunity provides a blank slate for expanding the innovative new technology into the marketplace.

#### Responsibilities

- Knowledgeable in instrumentation sales
- Ability to study market trends and develop product strategies for penetrating spectroscopy products and growing market share
- Lead sales team activities:
  - Visibility tactics
  - Lead generation
  - Prospecting initiatives
  - Funnel Management - nurturing as well as increasing contacts to maintain healthy sales funnel to ensure revenue as well as growth
  - Forecasting – accountable for month, quarter, half and year sales objectives/quota
- Voice of the customer
  - Collaborative working relationship with Product development manager
- Direct marketing campaigns including strategic market-centric messaging, exhibit, and presentation opportunities.

#### Qualifications

- 5 years experience in selling atomic spectroscopy instrumentation
- Strong understanding of existing and emerging markets
- Managerial experience with sales professionals