

Industry Manager (Sales Support)	
Job Title	Industry Manager (Sales Support)
Personnel responsibility	MD, Houston
Reporting by occupation	Terra VP
Department/Location	Sales, Houston
Main Purpose Duties & Responsibilities	<p><u>General Summary:</u></p> <p>To support a very exciting development in our expanding Terra vertical, StormGeo, a global industry leader in weather intelligence and decision support solutions, is looking for an experienced and creative Industry Manager (IM) Sales Support. The IM's primary focus will be generation of new leads within existing industries and with established service offerings. In addition, the IM will take responsibility for handling and leading tele-marketing and sales campaigns, creating significant lead generation that can be handed over to the existing (Senior) IM's.</p> <p>The IM will gain a strong understanding of StormGeo's meteorological services, product technologies, and our strategic intent. As a team member, the IM will cooperate with the (Senior) Industry Managers in industry specific value propositions for higher level VP / C-level prospect penetration with our existing and new products and services.</p> <p>The IM will be a driving force to expanding our existing industry verticals for incremental significant growth and profitability. Terra serves many industries such as Insurance, Life Science, Health Care, Telecom, Banking, Manufacturing and Construction, Utilities, Public Services, Renewables, etc. The IM will also from time to time be tasked with advising StormGeo's other vertical Ocean to ensure consistency in service value proposition statements and delivery.</p> <p>StormGeo is looking for an impactful and energetic sales-oriented consultant with a proven record to position and sell through various market driven means (tele-sales, webinars etc.), and can take these to "ground level" for successful delivery and market expansion.</p> <p><u>Principal Duties and Responsibilities</u></p> <ul style="list-style-type: none"> • Drive prospect and industry research to position Weather Insights services. • Manage and conduct tele-marketing and prospect calling with target to develop lead-generation. • Support prospecting activities, follow-up on leads and meeting prospects. • Supports the development of value proposition for specific industries and/or clients/prospects. • Coordinates, describes and demonstrates StormGeo's products and services. • Handles the support the preparation of proposals. • Assists with the contract terms (services, fees, and term) negotiations. • Obtains necessary authorizing documents to substantiate each sale. • Continuously updates information in Salesforce. • Drive industry segment research to enhance StormGeo's sales position towards their respective prospects and clients. • Supports the development of marketing related materials. • Be a steward in developing a good working relationship with other internal stakeholders (R&D, Operations, Client Services) and leverage their services and capabilities. • Support prospecting activities, follow-up on leads and meeting prospects. • Develop a deep understanding of StormGeo product/service offerings and their related go-to-market strategies to help define relevant business and marketing plans. • Provide insights on strategic impact of competitive actions and customer & market trends.

Competence Demands	<p><u>Job Specifications</u></p> <ul style="list-style-type: none"> • Education: Bachelor’s degree required; preferred (not mandatory) Meteorology background. • Work Experience: 3 to 6 years of business experience, with proven sales affinity / record. • Experienced in large volume tele-marketing and sales techniques. • Need to have a flexible can-do attitude, be comfortable with ambiguity and very strong communication and cross-group collaboration skills. • Interpersonal skills: Excellent written and verbal communication skills. Must be able to present themselves in a professional manner. Must be a team player. • Organizational skills: Must demonstrate ability to have high attention to detail and be able to manage multiple sales opportunities in parallel. • Direction received: Self-motivated and able to function successfully with minimal supervision. • Mental effort: Frequent demand to establish priorities and meet goals and deadlines. • Travel may be required throughout US.
Duration	Permanent
Salary & Benefits	According to agreement
Special Requirements	The job description is not exhaustive, and some other tasks will fall naturally into this role. The job description will be subject to ongoing review and updated as necessary.
About StormGeo	StormGeo is a global provider of advanced weather intelligence and decision support services—relied upon to maintain business continuity, avoid supply chain disruption, protect assets and maximize productivity for industries including utility, healthcare, manufacturing, insurance, telecom, hospitality and the public sector. Our products and services help clients manage risk, optimize performance, reduce costs and increase revenue. As a participant in the UN Global Compact for Sustainable Ocean Business, our passion for weather and the protection of natural resources motivates us to support our clients in making informed, environmentally responsible business decisions.
Contact Information	<p>For further information about StormGeo please check our website, www.StormGeo.com</p> <p>For interest regarding this position, please send us your resume / curriculum vitae to career@StormGeo.com</p>

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities or physical requirements. Nothing in this job description restricts management’s right to assign or reassign duties and responsibilities to this job at any time. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.