

Sales Support / Junior Industry Manager	
Job Title	Sales Support / Junior Industry Manager
Personnel responsibility	MD, Houston
Reporting by occupation	Terra VP
Department/Location	Sales, Houston
Main Purpose Duties & Responsibilities	<p><u>General Summary:</u></p> <p>The Sales Support / Junior Industry Manager (SSjrIM) representative's primary focus will be toward assisting the (Senior) IM's in sales prospecting and new sales lead generation. The SSjrIM representative will require (through internal training) a strong understanding of StormGeo's meteorological services and solutions. The SSjrIM representative will be assigned to specific market segments that are led by the respective (Senior) IM. The SSjrIM will perform client and industry research, tele-marketing, cold-calling, follow-up for lead-generation, attend (and eventually lead) sales presentations and meetings. Additional tasks include marketing support, webinar and sales brochure assistance and development. The SSjrIM further supports the sales opportunity process from the initial lead to the point of handing the closed business off to the Service Implementation Manager who formally establishes the service solution. The SSjrIM reports to Vice President of Terra. This individual will be expected to meet in person with prospects on a regular basis and travel may be required.</p> <p><u>Principal Duties and Responsibilities</u></p> <ul style="list-style-type: none"> • Prospect and industry research to position Weather Insights' services. • 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. • Describes and demonstrates StormGeo's products and services. • Support the preparation of proposals. • Supports the contract terms (services, fees, and term) negotiations. • Obtains necessary authorizing documents to substantiate each sale. • Continuously update information in Salesforce. • Conducts industry and client research. • Supports the development of marketing related materials.
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: recent graduate up to 3 years of business experience. • Affinity to enhance sales expertise (e.g. "translating" Weather Insights to client solutions) • Interpersonal Skills: Excellent written and verbal communication skills. Must be able to present themselves in a professional manner. Must be a team player. Must demonstrate a desire to innovate new and effective ways to approach prospects. • Organizational skills: Must demonstrate ability to have high attention to detail and be able to manage multiple sales campaigns, and 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 the 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.
PHYSICAL DEMANDS AND WORK ENVIRONMENT:	The physical demands are that of normal office working conditions for this position. Possible continuous sitting environment and Travel.
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	Please check StormGeo out on our website, www.StormGeo.com For interest regarding this position, please send us your resume / curriculum vitae to career@StormGeo.com

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.