



Position: Director of Sales (full time, immediate)
Location: Somerville, MA (next to Boston, Cambridge)
Contact: altaeros.jobs@altaeros.com

Rapidly Expanding High-Speed, Affordable Connectivity to Rural Communities Globally

At Altaeros we believe everyone should have access to the basic building blocks that allow a fulfilling, prosperous life, whether they live in a megacity or in the most rural of villages. We also believe in the power of innovation to make this a reality. Our SuperTower uses the world's first autonomous aerostat platform to permanently deploy high-speed mobile broadband in rural markets at a fraction of the cost of alternatives. With this new class of communication infrastructure, we aim to help hundreds of millions of people get online for the first time, unlocking untold new opportunities.

Altaeros is seeking a Director of Sales who can create and drive clear, compelling value propositions that specifically address our clients' challenges and articulate how our SuperTower solves those challenges. The ideal candidate possesses a unique blend of business and conceptual technical savvy; a track record selling to a variety of customers, along with influencing skills and the ability to collaborate with a large number of constituencies (internal and external) to grow the business. A great fit will have prior experience with direct B2B sales in a start-up environment—incorporating your tech-savviness with an aggressive yet customer-engaging attitude. We are still in the early stages of building the brand, so you will have an opportunity to make an immediate impact and grow with us.

This is a high energy role where you will manage customer engagements from qualification to close. As part of this essential team, you will have significant earning potential, limited only by your drive, sales ability, and work ethic. You will work alongside a stellar group of teammates in engineering, marketing, and business development. You will report directly to the Vice President of Business Development.

At Altaeros, we find that people do their best work when they are trusted to operate with a high level of respect and integrity. As such, Altaeros employees enjoy a highly flexible work schedule. Compensation includes salary, commission, equity, and great benefits including unlimited paid time off, health, dental and life insurance, as well as, 401ks.

Within your first 6 months you will:

- Identify/uncover and develop account opportunities through prospecting, networking to decision-makers through partners, collaborators, and industry relationships
- Act as the key contact with various target industries to cultivate ongoing customer relationships
- Creatively drive efforts to strategically prospect and develop new business partners
- Acquire an in-depth knowledge of Altaeros' offering, knowledge of current market, market share, and competition
- Review quotes, RFP's, plans and other customer documents to develop and prepare a valid response or proposal
- Work with Executive team, Product Management and Engineering to translate, communicate and define customer needs
- Travel to clients and trade shows

Qualifications:

- Comfortable with B2B sales over the phone and hopping on a plane to visit a lead
- Experienced in playing a hunter role in the capacity of sales executive
- Ability to develop opportunities through prospecting, networking to decision-makers through partners, collaborators, and industry relationships
- Ability to guide a prospect from discovery through to close
- Excellent communication skills. Must be comfortable presenting to customers and internal audiences
- Experience developing proposals, business cases, and other written sales tools is required
- A “Startup Attitude”: Quick learner, passionate, nimble, and adaptable

If interested, please submit your resume and cover letter with the subject [Director of Sales– Your Name] to Altaeros.jobs@altaeros.com.