

## **BD/Marketing/Sales Professionals**

Sentek Instrument LLC is a high-tech company with its focus on developing and manufacturing unique sensor instruments. After years of R&D efforts, the company is now ready to launch a suite of unique photonic sensor products for point or distributed sensing to fulfill critical measurement needs in the aerospace, oil/gas and power battery industries. We are seeking highly motivated and experienced professionals in business development, marketing or sales to join our team. Candidates should have experience in business-to-business sales and marketing. Preferred candidates will have deep understanding of at least one of the three markets (aerospace, oil/gas, structural health monitoring and power battery) and help drive our sales.

### Key Responsibilities

- Develop business opportunities and execute sales
- Collaborate with product development and manufacture teams to ensure the company's offerings meet customer needs
- Create or otherwise manage the creation of marketing materials

### Qualifications

- Significant experience with business-to-business marketing/sales
- (Preferred) experience in business development, marketing and sales of sensors or measurement instruments
- (Preferred) experience working with aerospace, oil/gas, or power battery industries
- Self-motivated and goal driven
- Willing to travel domestically
- Strong communication and negotiation skills
- Excellent time management and organizational skills

We operate in the Virginia Tech Corporate Research Center, located in beautiful Blacksburg, Virginia. People at Sentek enjoy not only great opportunities for professional growth in the fast pace vibrant work environment, but also the high-quality college town style of life in Blacksburg with their family. We offer a competitive compensation package including 401(k) matching, PTO, HSA and retirement plan. For interested candidates, please send your resume and cover letter to [hr@sentekinstrument.com](mailto:hr@sentekinstrument.com).