



WE ARE HIRING: Business Development & Sales



We're looking for an experienced, full-cycle Business Development specialist to introduce us to startups, manufacturers, and the Federal agencies and shepherd them through the sales process.

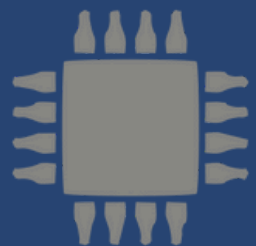


Root3 Labs is an engineering Research & Development consulting firm. We solve unique, highly-technical challenges for innovative clients working to improve their customers' health and safety. Enjoy creative problem solving, building lasting relationships, and working with a variety of companies and products? Our small engineering R&D company might be the right fit for you.



WHERE WE NEED HELP:

- Prospecting via in-person/virtual networking, cold calls/emails, LinkedIn, & social media engagement, etc.
- Qualifying leads (inbound & self-sourced) to determine an opportunity to work together
- Partner with Marketing to maintain consistent messaging
- Partner with the solutions team for proposal development and delivery
- Managing our CRM
- Qualifying and attending business events, sponsorships, trade shows
- Communicate kindly & effectively with colleagues, prospects, and clients



QUALIFICATIONS

- Strong people skills - communication, active listening, sociability
- Proven record of new business sourced, closed, and retained over a 5-10 year period
- Problem solving skills in a variety of situations with prospects & clients
- Relevant experience in engineering, military, and/or medical devices will catch our attention first
- Salary range: \$95k - 200k total comp (\$95k base salary + commission)
- 4-year university degree - the more technical, the better
- US Citizenship required (NISPOM)



BENEFITS PACKAGE

Healthcare, retirement matching, profit sharing, short-term disability, continuous training & development, flexibility, plus personal use of our sweet prototyping Workshop.

APPLY NOW



Chad needs your Help!



410-701-0164 | www.Root3Labs.com
11408 Cronridge Drive, Suite C, Owings Mills, MD 21117