



Job Description	
Job Title:	US Sales Manager.
Location/Based:	Embry Riddle Research Park, Daytona Beach, Florida.
Reports To:	International Sales Manager.
Staff Responsibility:	TBD
General Overview of the position:	<p>Arralis is a rapidly expanding high technology company that leads the field with its extensive millimetre wave product range, that include MMics, modules, and antennas. Arralis is poised for further expansion in markets such as 5G communications, Defence, Aerospace, Autonomous Vehicles, and Satellite development.</p> <p>Arralis wish to employ a US Sales Manager based in our office at the Embrey Riddle Research Park, Daytona Beach, Florida, USA. Main duties are to provide sales expertise within the North American marketplace through direct interaction with customers. The position also entails the setting up of a dynamic US Channel Partners network, which you will be expected to grow and develop to significantly increase and develop sales within the region. The candidate will be responsible for all technical aspects of component, module, system, and antenna sales, and will include the direct, liaison with the technical support group and engineering, including rapid reaction to price and technical queries.</p> <p>Extensive US travel is envisaged. The ideal applicant will be able to demonstrate deep technical knowledge and understanding of microwave and millimetre wave systems and be articulate in dealings with senior engineers and managers.</p> <p>Strategic planning is a key part of this job description since it is the Sales Manager's responsibility to develop the pipeline of new business coming into the company. This requires a thorough knowledge of the market</p> <p>The position would suit an ambitious and dynamic personality with 10-15 years' sales experience who wants to make a valuable contribution to the direction of the company within the US market.</p> <p>Arralis' rapid growth means there are good opportunities for career development as well as a generous share option scheme (qualifying period).</p>
Desirable Attributes	<ul style="list-style-type: none"> • US national • CRM software knowledge • Ability to do market and competition analysis • MMIC market knowledge • Antenna knowledge • MMwave Sub-system and System knowledge • Experience of Defence and Government sales • Proven track record of sales growth
Other Duties:	Other such reasonable duties within the general scope of the job title at Arralis senior management discretion.

Education/Experience:	Bachelor's Degree and 10-15 years of Sales/ Business Development experience.