



Business Development sales job description for Industrial OT Industrial Manufacturing and Critical Infrastructure Cybersecurity

Submit Cover Letter & Resume to: apply@veltatech.com

Job Title: Business Development Sales Representative: Industrial Manufacturing & Critical Infrastructure Cybersecurity and Digital Safety

Location: [Hybrid: Greater St. Louis & Remote]

Job Summary:

The Business Development Sales Representative will be responsible for identifying and developing new business opportunities in the industrial OT, industrial manufacturing, and critical infrastructure cybersecurity sectors. This individual will be responsible for generating leads, prospecting potential clients, and closing new business deals.

Key Responsibilities:

- Conduct market research to identify new business opportunities and assess market trends in the industrial OT, industrial manufacturing, and critical infrastructure cybersecurity sector.
- Generate leads through prospecting, cold-calling, and other sales activities.
- Build and maintain strong relationships with potential clients to drive sales growth.
- Prepare proposals, presentations, and contracts to close new business deals.
- Collaborate with cross-functional teams to ensure successful delivery of products and services to clients.
- Negotiate commercial terms and pricing to maximize revenue and profitability.
- Maintain accurate and up-to-date records of sales activities and opportunities in the CRM system.
- Attend industry events, conferences, and trade shows to represent the company and expand the network of contacts.

Requirements:

- At least 5 years of experience in sales, business development, or related role in the industrial OT, industrial manufacturing, and critical infrastructure cybersecurity sector.
- Strong understanding of the industrial OT, industrial manufacturing, and critical infrastructure cybersecurity sector and its key players.
- Excellent communication, interpersonal, and negotiation skills.
- Proven track record of successfully generating leads and closing complex sales deals.
- Ability to work independently and as part of a team.
- Proficient in Microsoft Office, CRM systems and other sales-related tools.



We offer a competitive salary, benefits package, and the opportunity to work with a dynamic and growing company. If you have a passion for sales and a drive to succeed, we encourage you to apply.

Velta Technology is an equal opportunity employer and welcomes applicants from all backgrounds.