



Sales and Business Development Director

Main Responsibilities:

- ◁ To set and achieve sales goals
- ◁ To create new business opportunities for Cielo's products through innovative ideas and partnerships
- ◁ To manage clients' accounts in order to maximize revenues

Work interfaces:

- ◁ Current and new clients
- ◁ BD team, program managers, system engineers
- ◁ Export control agency
- ◁ Company's department managers

Requirements

- ◁ Driven, motivated and self sufficient
- ◁ Strong interpersonal communication skills
- ◁ Strong technical/engineering approach of platforms – missiles/UAVs/vehicles
- ◁ Able to handle clients and represent the company
- ◁ Hebrew and English at mother tongue level - speech, reading and writing
- ◁ Proven experience in sales for the defense sector – specifically to
 - **Platform** (such as UAV, missile etc.) **integrators** (such as Elbit, Rafael)
 - Decision makers in IDF (**Mafaat**, Mazi, IAF, Navy)
- ◁ Quick learning of new concepts and systems
- ◁ Familiarity with the **land** defense sector - strong advantage
- ◁ Familiarity with **Inertial systems, guidance and navigation** - strong advantage

Reporting to: VP Programs

Location: Jerusalem

Please submit your resume to: aron@alcielo.com