



Welcome to StormSensor!

StormSensor, a climate technology startup, is expanding our team! StormSensor works with cities across the U.S. to track how water moves through their storm, sewer, and coastal infrastructure. Our high-resolution sensor networks monitor flow and temperature every 5 minutes, while our proprietary algorithms and intuitive software provide cities with simple, practical insights to help them adapt to climate-driven risks from flooding, sea level rise, tidal surges, and storms.

We are searching for a **Vice President of Sales** who loves talking to engineers about water, is passionate about creating vibrant communities, thrives with remote work, and integrates perfectly with our team. Communication skills are paramount. Being able to work with public works employees, environmental engineers, designers, analysts, scientists, and customers is all part of the job.

Every decision you make at StormSensor is impactful, and you have a voice in how we tell our story and present ourselves to the world. You will work closely with the CEO on a daily/weekly basis.

About You

You have excellent communication skills, you love reaching out and following up and closing the deal, and you can take on existing pipeline leads as well as generate your own. You will also ultimately create your own sales team, so you have the experience to build and run the sales process like a well-oiled machine, and with exceptional results. **Your job is to close deals and get contracts signed—and you love it!** You are comfortable working with the people who get their hands dirty and understand our sewer and infrastructure like no other—as well as with the people in the mayor's office.

In addition, you are:

- Motivated and determined to followup and close. You don't need to be micromanaged, and you manage your time well.
- An excellent communicator with strong written and verbal communication skills.
- An experienced closer: not only can you close deals, you effectively teach others to do the same.
- A mentor. You can communicate collaboratively with everyone, both team members and customers.
- Able to ask for and accept feedback gracefully and effectively.
- Excited to work with a startup and understand that our customers drive our success.



- Egoless (or at least as much as is reasonable for a human to be). You'll make mistakes, you'll fix mistakes, you won't judge others' mistakes, and you'll grow from each experience.

Things You Will Do

- Setting—and meeting—quarterly and annual sales goals and motivating the sales team to do the same.
- Take on the existing pipeline: conduct daily sales activities, ensuring the pipeline is updated daily and communications are active and effective.
- Develop and execute on sales plans, strategies, and goals.
- Create weekly, monthly, and quarterly sales reports.
- Integrate sales activities with the marketing team to design customer-focused promotions and emails for StormSensor's products.
- Develop new and effective sales strategies.
- Make the first call, interview prospective customers, and schedule meetings.
- Create proposals and grant applications.
- Create and give presentations to industry groups and prospects.
- Stay informed about competitor products and industry trends.
- Recruit and hire sales staff and developing training programs.
- Outline and manage sales budgets.
- Establish and maintain customer relationships.
- Work closely with the CX team from the proposal stage on to ensure smooth transition to installation and customer support.

Requirements/Skills

- Bachelor's degree in a business-related field is helpful but not mandatory
- Experience selling to municipalities is helpful but not mandatory
- Minimum of 7 years' experience in a sales leadership position
- Minimum of 4 years' experience working in a selling role and with sales technology and CRM software
- In-depth knowledge of selling strategies and methods, as well as employee motivation techniques
- Strong working knowledge of the company's products, competitive products, and the market
- Excellent leadership, communication, interpersonal, and customer service skills
- Great strategic planning, organizational, and creative thinking skills
- U.S. work authorization



Benefits & Perks

- Compensation: Base + Commission, DOE
- Monthly health insurance stipend
- Unlimited paid time off
- Remote work + tight team
- Passionate, collaborative, and generally awesome co-workers