

Job Title: Strategic Commercial Sales Representative

Location: Salt Lake City Area or Remote

Department: Sales

About Inertial Sense:

Inertial Sense is a leading innovator in high-precision inertial sensors and embedded systems, serving markets such as aerospace, autonomous vehicles, robotics, and industrial automation. We are dedicated to delivering advanced technology solutions and building strong customer partnerships across commercial sectors.

Position Summary:

The Strategic Commercial Sales Representative will drive the growth of Inertial Sense's business in the commercial market segments outside of the federal space. This role demands a proactive, relationship-oriented sales professional with a deep understanding of the target industries, capable of developing strategic accounts, and expanding market share through consultative selling and technical expertise.

Key Responsibilities:

- Identify and develop new business opportunities within commercial markets including aerospace, automotive, robotics, industrial, and other high-tech sectors.
- Build and maintain strong relationships with key decision-makers, technical leaders, and strategic partners.
- Develop account strategies and go-to-market plans tailored to each target industry, focusing on long-term partnerships.
- Conduct technical presentations, product demos, and solution consultations to showcase Inertial Sense's offerings.
- Lead customized proposals and negotiations to close high-value deals.
- Collaborate with engineering, marketing, and product teams to ensure customer needs are met and solutions are aligned with client requirements.
- Track opportunity pipeline using CRM tools, provide regular updates, and forecast sales activity.
- Attend industry conferences, trade shows, and networking events to promote Inertial Sense's brand and product solutions.
- Stay informed on industry trends, competitor activities, and emerging market needs.
- Ensure excellent customer service and post-sale support to foster long-term relationships and expansion of accounts

Qualifications:

- Bachelor's degree in Engineering, Business, Marketing, or a related field (MBA or advanced technical degree preferred).
- 5+ years of sales experience in the commercial high-tech or sensor markets, with a proven track record of closing strategic deals.
- Strong technical understanding of inertial sensors, embedded systems, or aerospace/automotive technologies.
- Excellent relationship-building, communication, and negotiation skills.
- Experience with CRM software and sales pipeline management.
- Ability to work independently, think strategically, and manage multiple high-value accounts.
- Existing contacts and networks within target industries are a plus.

What We Offer:

- Competitive salary, commission, and bonus structure.
- Opportunity to sell innovative, high-tech solutions in a fast-growing company.
- Collaborative team environment with opportunities for professional growth.
- Flexible work arrangements and ongoing learning opportunities.

Ready to Join?

We'd love to hear from you. To apply, please send your resume and a brief introduction to info@inertialsense.com. We look forward to exploring how you can help us navigate the future of inertial systems!