

JOB OPPORTUNITY



Title: Director of UbiGro Sales

Start date: Q1 2021

Compensation: Annual salary, sales commissions, up to 40 days/yr paid time off, health and dental insurance, stock options



Company: UbiQD is an advanced materials company powering product innovation in agriculture, clean energy, and security. Our quantum dots enable industry leaders to harness the power of light and our first end product, UbiGro®, is a pliable film that uses fluorescence to create a more optimal spectrum of light for greenhouse crops (see photo). Headquartered in Los Alamos, New Mexico, we envision a future where quantum dots are ubiquitous across a wide spectrum of industry and consumer applications. For additional information, please visit: UbiQD.com & UbiGro.com.

Job Description: We are seeking an energetic Director of Sales focused on profitable sales growth targeting the greenhouse industry. This is a newly formed leadership position at the company and involves organizing sales efforts that target the greenhouse industry as well as leading a team of 5-10 sales representatives. Target geographies include California, Oregon, Colorado, Arizona, and Nevada. A successful applicant will be results-oriented, have a strong understanding of the sales pipeline process, will excel in new customer acquisition, and can assist in coordinating UbiGro® installations. They will also have previous experience tracking customer interactions and will be able to provide customer feedback for product development and marketing teams. They will personally develop and cultivate key customer relationships and manage a sales process and pipeline, using CRM technology to coordinate and direct the sales team. This will include team building, sales training, onboarding, and personnel development. Responsibilities will also include equitable assignment of sales quotas and territories to drive profitable sales growth. UbiQD is a rapidly growing company and applicants must be comfortable working in a dynamic and high energy environment where individuals are expected to shoulder broad and varying roles and responsibilities. This position will involve frequent travel to visit greenhouse sites and periodically visiting UbiQD Headquarters in Los Alamos, NM. Travel or other associated costs will be covered by UbiQD. Additionally, the company supports professional development and career advancement activities for employees (e.g., training, education).

Job Requirements

- Substantial experience (10+ years) with sales, marketing and CRM tools such as HubSpot
- Sales and marketing leadership experience, ability to hire and train new sales reps
- Greenhouse industry sales with complementary knowledge and extensive relationships
- Located in a hub city, ideally based out of California. Eligibility to work in United States
- Ability to work independently with minimal supervision
- Strong record keeping abilities and excellent written, presentation and negotiation skills

Desired Experience

- Horticultural lighting sales or other crop productivity enhancement product sales
- Working in a high growth environment (eg, venture capital backed small business)
- Education in, knowledge of, or experience with physics, optics, chemistry, or engineering

Note: UbiQD is an at-will, equal opportunity employer.

For more information or to apply please email Liseth Garay (HR): liseth@ubiqd.com