



Job Title: Business Development Representative

Company: Raptor Scientific

About Us: Raptor Scientific is a leading provider of high-precision testing and calibration tools for the aerospace and defense industries. Our cutting-edge products, including pressure, temperature, instrument cleaning systems, and torque instruments, as well as air data test and oxygen clean calibration systems, are trusted by top-tier organizations for their accuracy and reliability. As we continue to expand, we are seeking a dynamic and driven Business Development Representative to join our team and spearhead our growth in commercial and government markets, such as aerospace and defense, aviation and space industries.

Job Summary: The Business Development Representative will play a crucial role in driving Raptor Scientific's growth by identifying and securing government contracts, expanding our footprint in the aerospace and defense sectors, and breaking into new commercial markets. The ideal candidate will have a proven track record in sales, exceptional communication skills, and a deep understanding of the aerospace and defense industries. This role requires a strategic thinker with the ability to build strong relationships and close deals.

Key Responsibilities:

- Identify and pursue new business opportunities within government agencies, aerospace, defense, and commercial markets.
- Develop and implement strategies to gain government contracts, leveraging knowledge of government procurement processes and regulations. A strong focus on the US Military will be required.
- Build and maintain strong relationships with key decision-makers and stakeholders in target markets.
- Present and demonstrate Raptor Scientific's product offerings, including pressure, temperature, instrument cleaning systems, and torque instruments, as well as air data test and oxygen clean calibration systems
- Collaborate with the sales and marketing teams to develop compelling proposals and presentations that address client needs and highlight the value of our products.
- Stay informed about industry trends, market conditions, and competitor activities to identify potential opportunities and threats.
- Attend industry conferences, trade shows, and networking events to promote Raptor Scientific and generate leads.
- Provide regular reports on sales activities, pipeline status, and forecasted revenue to senior management.

Qualifications:

- Previous Military background (Navy background preferred)
- Bachelor's degree in business, Engineering, or a related field; MBA is a plus.





- Minimum of 5 years of experience in business development or sales within the aerospace, defense, and high-tech industries. Experience selling metrology products is a plus.
- Demonstrated success in securing government contracts and selling to government agencies.
- Strong understanding of the aerospace and defense markets, including key players, trends, and procurement processes.
- Excellent communication, negotiation, and presentation skills.
- Proven ability to build and maintain relationships with clients and stakeholders.
- Self-motivated, results-oriented, and able to work independently and as part of a team.
- Ability to travel as often as needed to meet with clients and attend industry events.

What We Offer:

- Competitive salary and performance-based incentives
- Comprehensive benefits package, including health, dental, and vision insurance
- Opportunities for professional growth and career advancement
- A dynamic and collaborative work environment
- The chance to be part of a company at the forefront of technological innovation in the aerospace and defense industries

How to Apply: Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience and explaining why they are the ideal fit for this role to pbarry@raptor-scientific.com.

Raptor Scientific is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Join Raptor Scientific and play a key role in shaping the future of aerospace and defense technology!

