



RTP Corp.
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Job Title:	Manager – Nuclear Sales	
Company Overview:	<p>Founded in 1968, RTP began operation as Computer Products, Inc., and in July of 1997, RTP Corp. became a privately held company. For its first twenty-seven years in business, RTP provided high-performance data acquisition systems to the worldwide nuclear market and I/O front-end subsystems at some of the world's largest industrial companies. These process control applications were typically characterized as being located in harsh environments, yet with demanding requirements to provide accurate analog measurements under extreme environmental and EMF/RFI conditions</p> <p>With a solid foundation of field-proven, high-performance, and high-reliable I/O hardware, RTP decided, in 1995, to expand its product offering, and added control software and a control processor to its I/O front-end subsystems and introduced it's Hybrid Control System. In 2002, the company entered the safety market with it's SIS product offering. The decision was not to develop just another safety system but to have a leading edge system.</p> <p>RTP recently introduced the RTP 3000 TAS, the first true Quad SIS architecture, providing true 3oo4D technology and MTBF numbers in excess of 60,000 years, essentially eliminating nuisance trips. This product demonstrates RTP's commitment to maintain it's position as the technology leader. We have additional company information to share with those interested in this opportunity or refer to www.rtpcorp.com</p>	
Location	South Florida	
Reports to:	President and CEO	
Successful & Required Characteristics Or Mindset	<ul style="list-style-type: none"> – A "business finder" – Committed to delivering sales – Confident/self-assured – Exudes courage of conviction – High energy – Intellectually honest – Leadership – Persuasive – Player/coach 	<ul style="list-style-type: none"> – Relationship builder – Relentlessly pursues orders – Sales closer – Seeking a Challenge – Stick-to-itiveness – Take charge demeanor – Technically proficient – Tenacious – Zealot for selling

<p>Basic Function:</p>	<p>Identify a compelling strategy to expand revenues in the well-established Nuclear market in which RTP is the dominant player.</p> <p>Maintain relationships with the existing nuclear client base and system integrators.</p> <p>Perform demonstrations of company’s software and hardware products to prospective clients in a professional and effective manner.</p> <p>Establish revenue forecasts, demand creation strategies, and promotion programs.</p> <p>Maintain a presence with the customer at multiple levels in the customer organization, consistent with the account strategy.</p> <p>Play a key role in the intelligence and information-gathering necessary to create sales proposals.</p>
<p>Experience & Requirements:</p>	<p>Years of experience are not as important as the quality of experience. However, the expectations are that the ideal candidate will have proven experience in growing revenues and market share.</p> <p>Requires a successful background in DCS, PLC or SIS with a technical underpinning</p> <p>Previous experience in the power generation industry or nuclear industry</p> <p>Will instinctively know with RTP products the levels/titles in a company needed to successfully introduce and eventually complete a sale</p> <p>Able to identify and establish sales forecast that is predictable, reliable, guides the sales activity daily, weekly, monthly in delivering sales revenues</p> <p>An opportunity for someone ready to move into a Top Sales Position of a company and may be limited in their current environment</p>