

## Launch Your Sales Career in Cryogenics & Quantum Technology

At **Four Nine Design**, we lead the industry in designing and manufacturing advanced cryogenic systems. Driven by a commitment to pushing technological boundaries, we deliver cutting-edge solutions that enable breakthroughs in scientific research and next-generation industrial applications. Our cryogenic equipment is engineered for exceptional reliability, precision, and performance, supporting fields such as quantum computing and superconducting technologies.

We foster a culture of excellence, collaboration, and innovation—both within our team and across our global partnerships. We are seeking a motivated, relationship-driven Sales Manager who can communicate the value of our technology, build strong connections with customers and partners, and help guide organizations toward solutions that advance their most ambitious goals.

**Position: Sales Manager**

**Position Type: Full-Time, On-site**

**Location: Billings, MT**

### What You'll Do

#### Key Responsibilities

- Develop and implement effective sales strategies to achieve company goals.
- Identify and pursue new business opportunities.
- Build and maintain strong relationships with key customers.
- Oversee the entire sales process, from lead generation to closing deals.
- Manage the sales pipeline and ensure effective follow-up.
- Work with marketing group to create effective collateral.
- Work with marketing group to improve the website experience.
- Analyze sales data and market trends to identify areas for improvement.
- Motivate and inspire the sales team to achieve their goals.
- Address any challenges or issues faced by the sales team.
- Coordinate with other departments, such as marketing and customer service, to ensure a seamless customer experience.
- Prepare and present regular sales reports to management. Analyze sales data and identify trends and opportunities.
- Address customer inquiries and concerns.

#### Required Qualifications

- Bachelor's degree in a technical field
- Minimum of 2 years of experience in sales or customer service
- Excellent communication and critical thinking skills.
- Excellent English grammar and writing ability for quotes and other collateral
- Outstanding attention to detail and precision task execution.
- Strong organizational and time management skills with the ability to prioritize tasks effectively.
- Ability to manage and exceed at delivering on multiple high priority tasks.
- Experience with, and a desire to work within, a fast-paced, startup environment.
- Ability to work collaboratively within a team and independently when necessary.
- Proficient working knowledge of Microsoft Office – Word, Excel, PowerPoint, Teams
- Ability to manage multiple priorities and demands (email, phone, walk-ins) in a professional and calm manner with demonstrated strong written and oral communication skills.

## Desired Qualifications

- Master's degree or beyond in technical field or business
- 2+ years of experience in high technology manufacturing or engineering environment.
- Proven sales performance for company growth.
- Proven team leadership.

## Why You'll Love Working Here

- High-Impact Work from Day One – You'll play a key role in driving new business and building relationships that directly shape Four Nine Design's growth. No slow ramp-up — your contributions will matter immediately.
- Innovative Technology, Real-World Impact – Work alongside experts bringing advanced cryogenic systems, quantum-focused solutions, and next-generation research tools to customers around the world. You'll be on the front lines of translating technical innovation into real value.
- Professional Growth & Skill Expansion – Develop your sales, product, and technical communication skills through hands-on experience and close collaboration with seasoned engineers and commercial leaders.
- Collaborative, Fast-Moving Environment – Join a tight-knit team where ideas flow freely, cross-functional support is the norm, and success comes from working together to solve complex customer challenges.
- Clear Path for Advancement – As the company grows, so do your opportunities. Whether you want to take on greater responsibility, expand into strategic partnerships, or move into leadership, this role creates room for real career progression.
- Competitive Benefits -Health benefits, retirement plan, PTO, company-sponsored events, and a fun, tight-knit culture that values hard work and continuous improvement.

## Core Values

- Hard Work & Focus: Bring intensity and attention to everything you do.
- Humility: Stay open to learning and improvement.
- Integrity: Do what's right — always.
- Innovation: Think creatively and challenge old assumptions.
- Productivity: Deliver high-impact results efficiently.

If you are a motivated individual with a passion for accuracy, excellent communication skills, and are eager to contribute to the success of our projects, we encourage you to apply for this position at Four Nine Design.

**How to Apply:** Please submit your resume and a cover letter outlining your relevant experience and qualifications to Kailee Nygaard at [kailee@four9design.com](mailto:kailee@four9design.com).

We appreciate your interest in joining Four Nine Design and look forward to reviewing your application!

Four Nine Design offers a fun and unique culture in addition to competitive compensation and benefits package, including: Medical, Dental & Vision Insurance, Paid Holidays & Paid Time Off. Four Nine Design is an Equal Opportunity Employer does not discriminate against job applicants or employees because of the person's race, color, religion, sex, national origin, age, disability or genetic information. All applicants must be authorized to work in the US.