



Position: Director of Sales

Location: Virtual

ClearEdge3D is a recently-funded young company with a set of groundbreaking computer vision algorithms and software that can reduce the time and cost of creating 3D CAD models of process plants, buildings, bridges and entire cities by up to 90 percent (yeah, it's cool stuff). We are looking for a proven closer who can make an immediate impact on sales and begin to build a direct sales team.

Here's what you bring to the table:

- You absolutely love selling! You know how to qualify prospects, manage a pipeline and close accounts. You live and breathe this stuff and have the results to prove it.
- You are a discerning listener. You can recognize the subtle cues that separate a great prospect from a tire-kicker and can fashion your pitch on the fly to fit the needs of the buyer.
- You have a thorough understanding of the 3D modeling workflow—you know your way around AutoCAD, MicroStation and other CAD packages and know the bottlenecks and pain-points in the scan-to-model workflow.
- You are self-directed and solve problems without being asked!—we are a start-up...’nuff said
- Your glass is always half full—our team DNA rejects complainers, naysayer and unhappy people

You get bonus points if you have:

- Successfully sold any flavor of AutoCAD, Revit, MicroStation, PDMS, SmartPlant or other CAD Platform.
- A background in engineering—mechanical, chemical, structural, or electrical.

Here's what we bring to the table:

- A ground-floor wealth-creation opportunity with one of the hottest start-ups in the DC area—the package includes a generous option plan with substantial upside.
- A growth opportunity for you—we are looking for someone who can grow with us, lead a sales team and become a key member of our management team.
- You will sell game-changing software with a massive value proposition—our software can decrease the time and cost to create as-built 3D models by up to 90%.

- A fun and mutually supportive work team—life's just too short to have it any different

Look what several of our customers have said about our software:

"The addition of EdgeWise™ to AGE's workflow produced a deliverable about 10X faster than we otherwise could have produced."

David King, Project Manager
AGE Engineering

"EdgeWise is a fantastic breakthrough for the plant modeling industry."

Scott Cedarleaf, CEO
SkyBucket 3D, Inc.

"Our team is laughing because what you just showed us in 10 minutes took us 4 hours to do"

Jody Lounsbury, HDS Manager
Clough Harbour& Assoc

If it sounds like I wrote this ad precisely for you, email me and tell me why. And please, don't just send a resume with no cover letter—you'll be wasting my time and yours. Tell me about yourself and your accomplishments in a short email and send along with your CV--I'm not looking for Faulkner; just a flavor of who you are and why this opportunity appeals.

Cheers,

Chris

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