New York, July 2015

Internship or full-time job position
Sales and Marketing Manager - Transportation & Energy

Weathernews Inc. is the World's largest private weather service company. Our headquarter is in Japan. It is the only global weather content maker that employs over 700 staff (including more than 400 meteorologists) in offices in 40 cities in 15 countries and region, including United States, United Kingdom, Germany, Netherlands, Italy, France, Spain, Denmark, Australia, China, Japan, Korea, Malaysia, Philippines, and Taiwan. It offers a full range of weather content using "man-machine shareware system". In November 2003, Weathernews became the first weather service company ever listed in the 1st Section of the Tokyo Stock Exchange (4825).

Our commitment is performing a variety of weather services to meet the varying needs of 6.4 billion people on earth and offering each and every one of them an optimal service is our final goal. There is no border in weather, and it is a property for all human beings. While it is a risk, it can also be called human beings' life itself. How this great power is employed efficiently or not is dependent on the wisdom of human beings. Weathernews wishes to confess that it does not as yet have all the wisdom to resolve weather-related risks. However, we are committed to work together with all of you "for the supports, with the supporters" to learn how weather affects our life, and how we can bring happiness, richness and solutions to our life by learning more about weather and anticipate from weather.

We are now expanding very quickly in the USA and we are looking for young candidates to be introduced in our business development structure. If you want to know more about the company, please have a look at our website (www.weathernews.com/TFMS).

Job Responsibilities:

To accomplish business development activities by researching and developing marketing opportunities and plans in the following sectors:
- Maritime
- Logistics
- Energy
- Transportation
Job Duties:

- To achieve marketing and sales objectives by contributing marketing and sales information and recommendations to strategic plans and reviews.
- Preparing and completing action plans; resolving problems; identifying trends; suggesting system improvements and implementing change.
- Meets marketing and sales financial objectives by forecasting requirements.
- Determines annual sales plans and developing annual sales quotas for the area and segments; projecting expected sales volume for existing and new products; analyzing trends and results.
- Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share.
- Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities.
- Sustains relationships with key accounts by making periodic visits (mainly Texas, New Jersey, New York, California); exploring specific needs; anticipating new opportunities.
- Provides information by collecting, analyzing, and summarizing data and trends.
- Protects organization's value by keeping information confidential.

Skills and Qualifications:

- Maritime Business
- Sales Management
- Marketing Concepts
- Positioning
- Territory Management
- Sales Planning
- Competitive Analysis
- Understanding the Customer
- Product Development
- Client Relationships
- Creative Services.

Location:

- New York - extensive travel in USA and Canada needed.

Application:

- Please send your cover letter, resume and writing samples to: antonio.brizzo@wni.com