

Director of Sales Job Description

Job Title:	Director of Sales	Position Type	Full Time
Location:	San Diego County	Travel Required:	Yes
Applications Accepted By:			
Fax or E-mail: (760) 741-7269 or careers@automationgt.com Subject Line: Attention: [Careers RE: Director of Sales Position]			
About Automation GT			

Automation GT is one of California's leading manufacturers of bespoke automated assembly, test and inspection systems. Our systems have been successfully installed all over the world.

We have built a reputation for designing machines that are, simply put, perfect.

Our Fortune 500 client list comes from industries such as medical, pharmaceutical, biotechnology, aerospace, automotive and solar renewables.

Headquartered in San Diego County, California, Automation GT provides a progressive and positive work environment. We value our employees and encourage both personal and career growth. Our advanced technology environment presents employees with challenging and satisfying work backed by our core values of hard work and respect in an inclusive environment of diverse, committed and highly accomplished people.

Automation GT offers staff members a compelling package, which includes competitive base pay and bonus opportunities, superior benefits, an outstanding work environment and opportunities for career development. Through these comprehensive offerings, every individual has the chance to achieve significant growth, both financially and professionally.



Job Description

Automation GT has an opening for a Director of Global Sales.

This individual would report directly to the company's CEO, and be responsible for the management of the company's global sales function.

Organizational Duties:

- Develop annual sales strategy and goals
- Create territory / team targets and build the sales capability to achieve to said targets
- Participate in executive management meetings and provide regular sales updates for sales status and achievements, issues, risks and mitigations
- Manage Automation GT Manufacturers Representatives
- Manage Automation GT Account Managers
- Manage Automation GT full-time Sales Managers
- Act as mentor to and train sales organization
- Partner with Marketing team to create compelling campaigns
- Manage leads and assign resources based upon qualification criteria
- Work closely with Applications Engineering to develop concepts and support sales engineering approaches

Sales Duties:

- Identify and qualify potential clients, such as cold-calling, personal and professional networks, contacts with existing or prospective clients.
- Develop, and maintain target list of potential clients and prospects, and update on a daily basis the company CRM
- Partner and consult with the customer on technical level to understand and document the customer requirements and specifications
- Have a detailed and current understanding of the Automation Industry and solutions
- Partner with Applications Engineering to develop customer concept
- Act as first level customer liaison in all customer/company transactions



Skills/Qualities:

The ideal candidate that we are seeking would possess the following skills/qualities:

- Ten years of direct sales experience selling Industrial Automation or Life Science Automation products
- Relevant experience in:-
 - machine tools
 - precision tooling
 - industrial machine control systems
 - special purpose machinery
 - industrial robots
- Bachelor's degree in sales, marketing, business or engineering
- Track record of selling capital projects for custom designed automation
- Strong presentation skills encompassing technical concepts combined with effective negotiation and strong closing skills
- Experience dealing with key/major accounts and large multi-national accounts
- Self-Starter and team player, works well with others and interacts effectively with people and groups
- Must have ability to prioritize, multi-task and meet deadlines
- Upbeat & positive attitude with great energy - Sharp, quick, dedicated and innovative problem solver
- Organized and detail oriented with excellent written and verbal communication skills. Proficiency in MS Office Suite (e.g. Excel, Word, Outlook, Visio) and general computer literacy
- Must be a creative thinker (think outside the box), results oriented, and focused
- Core values, exceptional work ethic and continuous self-improvement
- Highly organized, ability to prioritize a varied and fast-changing workload
- Motivated, high achiever, persistent and conscientious
- Must be willing to travel frequently across North America and occasionally internationally as required

If you strongly feel that you are qualified for this position, then please submit your updated resume.

