Sales Director

Join a leading manufacturer of custom fabricated and assembled structures for Data Center applications as **Sales Director.** The mission for the Sales Director is to grow revenue and sales. This will be achieved by successfully and effectively planning, directing, and coordinating sales activities. The Sales Director will be responsible for implementing the sales process and leading non-strategic account sales (i.e. customers other than Apple, Facebook, etc.). Specific new customer targets for the Sales Director include General Contractors and integrators involved in the construction of data centers.

To achieve the mission for this position, the Sales Director must produce the following critical actions and results:

1. **Increase Revenue:** The SD will lead the company to double revenue to $60M by 2020. This will be accomplished by initiating contact with major customers within the data center market and converting these conversations into executable sales and agreements.
2. **Customer Relationships:** The SD will join on Day 1 with a rolodex of customer relationships in the Data Center industry.
3. **Sales Process:** The SD must develop and implement a structured, robust process to ensure year over year growth.
4. **Market Awareness:** As the leader on the front line with the customer, maintain an awareness of the overall health of the Data Center market, key players, what competitors are doing, etc.
5. **Proposal Coordination:** The SD will work with the General Manager on sales proposals.

BACKGROUND AND EXPERIENCE:

The ideal candidate will have the following education, work history, knowledge and skills.

Education: A bachelor's degree is preferred, but not required. The company values track record and work ethic over education.

Experience: 10+ years in the Data Center industry and 5+ years of progressively increasing sales or business development experience that has provided exposure to a significant number of influential decision makers within the Data Center industry. Management of business development or sales for a company of a similar scale ($30M or larger) is desirable.

Knowledge and skills:
- Experience selling to Data Center customers, contractors, and businesses.
- Experience with Data Center related products is a must.
- Experience selling highly engineered products, where the sale is based on developing a technology to solve a customer need. Comprehension of providing high level turn-key solutions is required.
- Process oriented approach to sales.
- Project management skills including the following: planning, scheduling, negotiating, data analysis, cost estimating/pricing methods, and closing sales contracts.
- An extensive knowledge of strategic goal setting and budget management.
- Exceptional verbal and written communication skills.

If you are open to exploring a change, please contact me and we can arrange a time to discuss the opportunity.

If the timing is not right for you, I would appreciate it if you can recommend an executive from your network for the opportunity.

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