



Director of Sales

AccuSentry United States Operation

COMPANY

Accusentry develops Automated Inspection solutions for manufacturers to improve product quality, increase manufacturing efficiency, and provide strategic actionable intelligence that improves business processes. Our key success is innovative technology, product versatility, and total customer satisfaction. Our solutions provide powerful image processing tools and easily configurable operator interface to handle challenging applications in the absorbent disposables, nonwovens, automotive, electronics, pharmaceutical, textile, contact lens, plastic, metal and other industries. AccuSentry has been providing superior support and service for more than 15 years.

SUMMARY

The Director of Sales manages the sales activities and marketing execution for AccuSentry for specific territories and/or assigned accounts. Develops and implements sales and/or marketing strategies for a specific territories and/or assigned accounts. Monitor and analyze sales and marketing activity against goals. Executes the appropriate sales cycle/process and apply key sales techniques at critical points in the cycle. Professional to create customer relationships, and gifted enough to emerge as a leader in our mission as we grow.

PRIMARY RESPONSIBILITIES

- ✓ Achieve sales results and driving innovative and integrated sales and marketing initiatives.
- ✓ Effective utilization of state-of-art sales monitoring and reporting systems that are aligned with performance metrics, goals, and needs.
- ✓ Develop, coordinate, and execute sales selling cycle and methodology.
- ✓ Develop and manage sales and/or marketing budgets for a specific territory.
- ✓ Directly manage major and critical developing client accounts, and coordinate the management of all other accounts on an as needed basis.
- ✓ Participate and/or responsible for the development of new project and customer proposals.
- ✓ Establish and implement short- and long-range goals and objectives
- ✓ Utilize, critique, develop, and execution of sales materials, exhibits, and promotion programs.
- ✓ Promote positive relations with partners, vendors, and distributors.
- ✓ Work with department managers and corporate staff to develop one year sales/business plans for the company/territory and/or assigned accounts.



- ✓ Will have individual sales quotas. Estimated targeted quota of \$1.25 – 1.75 million per year.
- ✓ Other duties as assigned.

ESSENTIAL KNOWLEDGE AND SKILL REQUIREMENTS

- ✓ Knowledge of solution selling and sales process.
- ✓ Experience in a small to medium size company.
- ✓ Developed a new territory.
- ✓ Worked in a “Matrix” management company
- ✓ Knowledge of contracting, negotiating, and change management.
- ✓ Knowledge of developing territory plans and goals.
- ✓ Work requires international professional written/verbal communication and interpersonal skills.
- ✓ Ability to participate in and facilitate group meetings.
- ✓ Work requires willingness to work a flexible schedule.
- ✓ Mobile and flexible to travel domestically and/or internationally (approximately 50 percent)
- ✓ Adept in the use of Excel, Word, Power Point, SalesForce, and Access or similar database to basic level, Internet and email.
- ✓ Knowledge of vision machine solution industry a plus.
- ✓ Other specific knowledge and skills may be required.
- ✓ Ability to prioritize what is needed to drive the appropriate business results.

EDUCATION REQUIREMENTS

- ✓ Related BA/BS degree with five to ten years of experience in senior level sales and/or marketing position.
- ✓ Masters or MBA a plus.

COMPENSATION

- ✓ Targeted salary is competitive based on experience, accomplishments and unique circumstances. Additional substantial compensation package.
- ✓ Competitive benefits package.

RELOCATION

- ✓ Location of the position flexible.
- ✓ No relocation package available.