



**JOB TITLE:** Industrial Solutions Sales Director – North America

**DEPARTMENT:** Sales

**SUMMARY:**

The Sales Director will drive new business by developing direct and in-direct sales channels and closing business directly with end-customers as a means to meet or exceed revenue goals. The individual will work with the VP of Sales to help define marketing and sales activities related mainly in the assigned geographic territory; follow up on sales leads; conduct presentations and demos of solutions; generate proposals; and manage contracts through deal closing.

**DUTIES AND RESPONSIBILITIES:**

- Work with VP of Sales to develop and execute sales strategies; create a large pipeline of business within a short period of time; identify new opportunities to grow business, increase sales, and broaden brand and product recognition.
- Create a lead generation plan and execute on that plan by working on both push and pull marketing strategies.
- Own the sales cycle – from lead generation to closure.
- Understand, interpret and provide technical information and explanations.
- Assess competitors by analyzing and summarizing competitor information and trends; identify sales opportunities.
- Generate new and repeat sales leads and opportunities by providing product knowledge, technical information, and exceptional service to customers to win market share.
- Create and develop customer sales proposals, pricing quotes, and bid support.
- Keep updated on product and industry knowledge to communicate regularly with senior management with new business updates and related activities, including trends, competition, and sales initiatives.
- Utilize CRM system to track, manage and analyze sales activities and trends.
  
- Maintain and improve quality of sales by following standards and recommending improved policies and procedures.
- Continually update job knowledge by studying new product descriptions and participating in educational opportunities.
- Accomplish department and organizational goals by accepting ownership of role. Explore additional opportunities for adding value to the position.
- Meet Sales Goals, build Client Base
- Perform other related duties as assigned by management.

**SUPERVISORY RESPONSIBILITIES:**

- This job has no supervisory responsibilities.

**QUALIFICATIONS:**

- Bachelor's Degree from four-year college or university and five years of related experience and/or training, or equivalent combination of education and experience.
- At least 5 years of Sales and Business Development selling technology or SaaS.

- Strong new business development, client relationship management, and sales forecasting experience.
- Experience in RFID Industry would be a plus.
- Demonstrated achievement of high sales rankings and recognition in past sales positions.
- Assertive team player, nimble and intelligent with the ability to identify and close business.
- Comfortable discussing a wide array of products and technologies, and at ease interacting with highly trained technology professionals.
- Great communication skills with superior listening skills.
- Developed problem-solving and negotiation skills.
- Solid knowledge of the entire sales cycle including tracking/updating accounts, forecasting sales activity, and reporting weekly/monthly to management.
- Effectively and simultaneously manage multiple opportunities at various stages of the sales cycle.
- Proficiency in prospecting new accounts and closing orders.