

Director of Sales
SVF Flow Controls, Inc.

Location: Santa Fe Springs, CA 90670
Employee Type: Full-Time
Industry: Manufacturing
Manages Others: Yes
Job Type: Sales
Education: 4 Year Degree
Experience: At least 7 year(s)
Travel: Up to 50%
Relocation Covered: No
Post Date: 11/12/2010

Contact Information

Contact: Margie Mueller

Description

IF YOU BELIEVE YOU ARE A MATCH FOR THE JOB DESCRIPTION BELOW, PLEASE SUBMIT TO US A MICROSOFT WORD DOCUMENT, OUTLINING IN DETAIL (WITH EXAMPLES), HOW YOUR BACKGROUND, SKILLS, ABILITIES AND EXPERIENCE WILL HELP YOU SUCCEED AS OUR DIRECTOR OF SALES.

SVF Flow Controls, Inc. is a small and ambitious light manufacturing company that provides a full line of ball valves, actuators and accessories to the marketplace. In addition to our standard products, we also design custom valves to meet our customers' special requirements. We work with our customers as a resource and advisor and are well known in the industry for our product quality and expertise. We work and succeed as a team.

Reporting directly to the President, we are seeking a senior level sales professional who, as a member of the Executive Management Team, will be responsible for the design, development and performance of a sales program that will drive 15% growth annually, allowing us to double our sales in five years.

The ideal candidate requires a skill set that reflects the background, skills, abilities and experience to excel in the following areas:

1. **Executive Level Management** – Experience working with Executive Level Management Teams both as a contributor and leader, delivering not only the sales plan and budget, but also the goals, strategies, objectives, metrics and requirements for its success. Additionally, will be called upon for contributions for the overall company business plan.
2. **Planning/Organizing** - Strong experience in building business plans and sales plans utilizing formal strategic planning methodologies. Comfort level in writing processes/procedures. Familiar with pre-call and sales planning tools, such as Miller Heiman, etc. Also works with inside and outside sales teams in planning/organizing for large or special projects to ensure desired outcome. Experience in working with CRM and the utilization of same as a sales analysis/promotion tool.
3. **Team Building**- Must have the ability to recruit, build, train and lead strong work teams. Responsible for the assessment performance and development of inside, outside sales teams and our distribution channel including necessary goals, objectives and metrics to track progress. Conducts regular one-on-one and team meetings to evaluate progress and determine any needed adjustments or additional training required. Provides training and coaching to assure optimal performance.

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4. **Sales Channel Development-** Must have experience in domestic and international sales channel development, including signing national accounts. Possesses the necessary skill set to evaluate and assess current domestic and international sales channel, complete gap analysis and develop appropriate plan to build a distribution channel that meets our needs by market and geography. Further, expand our sales channels beyond distribution to include other channels, i.e. OEM, System Integrator, etc. Additional component of the sales channel development plan shall also include plans to build relationships/visibility with A&E's and contractors.

5. **Pricing** – Responsible for maintaining, updating and distribution of sales price book. Has understanding and knowledge of competitive pricing techniques and the ability to create a positive pricing strategy to position our products correctly for our marketplace. In addition, sets parameters for pricing approvals for inside and outside sales teams, and works with same on special exception pricing as needed. Ensures that sales team understands pricing negotiation techniques allowing company to enjoy maximum profit margins.

6. **Large Projects/Special Design Projects** – Possesses the required skill set to lead the inside/outside teams and deliver the necessary value proposition to the marketplace to win the opportunity. Ability to understand our readiness/capabilities to perform on specific large projects and special design opportunities; assess requirements and evaluate decision to pursue or decline. Lead the inside/outside teams on "go-forward" plan.

Requirements

Minimum 7 years experience in a leadership position as a senior level sales executive.

Must have experience in industrial product sales or similar technical product.

Experience working with process market and large projects preferred. Ball valve and actuator experience is a definite plus.

Extensive experience in all aspects of sales channel development, including domestic and international business and national account agreements.

Excellent written and verbal communication skills required including the ability to create formal business/training presentations and write clear, concise and meaningful business correspondence.

Contribute to company newsletter by providing short articles relating to our goals/successes.

Intermediate to advanced level proficiency in the Microsoft Office Products, i.e. Word, Excel, PowerPoint.

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