

Sales Director (Territory France, Italy and Spain)

Our client

Our global client designs, develops and manufactures communications equipment for the industrial internet of things (IoT) – connecting physical assets to business processes to deliver enhanced value. It is their commitment to quality and service excellence. This means that the customers of our client can count on products and people to address the needs, while the history of innovation ensures their customers that they can stay ahead of the latest technology with a partner who will be there for the lifetime of the solution.

They exist for over 40 years and have a global reach. Their Head Quarters (HQ) is in the US. It is a private held company with a worldwide network of distributors and value added resellers. Our client is committed in developing and manufacturing products in an environmentally responsible manner and aggressively pursues pollution prevention, waste reduction, and product design for easy recycling.

It is their vision to be the leader in designing, manufacturing and providing global data communication products, services and solutions that expand the connected world.

The mission of our client is to provide innovative, comprehensive and flexible solutions for the connected world by listening to their customers, partners, and employees, utilizing design and technical excellence, and creating a culture where employees develop and grow.

The client has three core values:

- **Creativity:** Delivering ground-breaking innovation for more than 40 years requires visionary thinking, a culture of continual learning, inspired invention and a relentless focus on finding new ways to solve real-world problems.
- **Performance:** Whether from products or the team, they are committed to optimal performance. They hold themselves accountable for the quality and reliability of the technology they produce, as well as the discipline required to produce it.
- **People:** Collaboration, understanding, mutual respect are central to their effectiveness, innovation and longevity. As such, they extend kindness and transparency to everyone who touches or is touched by their business – their customers, partners, suppliers and, most importantly, their team.

The position

Our client is looking for a proven successful Sales Director with a (preferable) background in IoT/m2m and excellent selling skills. An entrepreneurial attitude is highly appreciated. The perfect candidate has a strong focus on results while remaining an open mind to learn and improve. Next to that, candidate needs to be truly interested in its customers to understand the complexity of their business processes in order to deliver value to them by offering the clients services. A strategic level is asked because the territory (France, Italy and Spain) are considered as a strategical pillar in Europe. Building a strong commercial team is being asked of the candidate.

requirements:

- To contribute significantly to the growth ambition of our client.
- To meet and exceed the budget.
- To manage directly all direct- and indirect accounts within the territory.
- To attract new customers and expand and strengthen (upsell) business with existing customers.
- To work hand in hand together with other disciplines of the organization in order to offer the best solutions of our client.
- To generate and close new leads (full sales cycle; suspecting, prospecting, qualifying, consulting, selling and closing).
- To be transparent in managing the business by using CRM tooling.
- To involve colleagues and management when needed to help closing deals.
- To be authentic. This means, our client is looking for talented and passionate people who are committed to their customers, the company and results.
- To conduct business reviews with the management.
- To be pro-active in reviewing sales processes and make recommendations if needed.
- To maintain high-level relationships with key accounts through frequent visits and other communication.
- To develop strong industry relationships with key industry participants including customers, industry analysts, etc.
- To identify and develop new market (business) strategies.
- To provide regular and detailed market intelligence reports on market conditions, trends, and competitor's activity.
- To work together with marketing in order to promote business in the territory and attend to events and other promotional activities.
- To be able to kick-start the territory, to put in place a successful strategy, execute the strategy and build a strong team.

Qualifications

Our client is looking for people who have a university/bachelor level.

For example MBA or commercial economics and business. Also experienced and successful people acting at this level are invited to respond.

Furthermore:

- Proven track record in selling technical solutions (preferable in the IoT/m2m space).
- Proven track record in selling to enterprise customers.
- Candidate must be fluent in English and French and preferably also in Spanish.
- Live in the territory (France, Italy or Spain).
- Entrepreneur with a start-up mentality, taking ownership and comfortable working within a fast paced growing and changing environment.

What our client is offering

Our client is offering a non-hierarchical environment with fast, short and informal communication style. Because of its fast growing pace, there are many opportunities to develop yourself and fulfil your ambition over time. The client is a global player and understands the characteristics working internationally. To go short, they offer an exciting and challenging position in a competitive setting with above market standards.

Interested?

If you are interested in the position above, please contact Scopeworks Executive Search.

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