

Director of Sales

Position Summary

The Director of Sales is responsible for business revenues realized from the successful sale and commercialization of new products/services. This includes identification of new business opportunities, development and presentation of compelling proposals and driving to close and commercialization. Exceptional teamwork and collaboration are required with other functional areas such as Account Management, R&D, Manufacturing/Engineering and Supply Chain to achieve these goals.

Key Responsibilities

- Develop and enhance relationships with new and existing key customer contacts through regular phone contact, e-mails and visits to identify business opportunities
- Stay abreast of future directions and initiatives of new and existing accounts to be shared with the product development team
- Identify and follow up on opportunities for incremental and value added sales within existing product lines
- Collaborate with the Product Manager and Project Manager to guide new product projects from feasibility through commercial launch
- Collaborate with internal (Account Management, Manufacturing Engineering, Regulatory Affairs and Product Development) and external resources to support product launch
- Develop broad knowledge of company product lines to engage with the customer in New Product opportunities
- Work closely with New Product, Costing and Commercialization Teams to ensure time-lines for commercialization and revenues meet Company and Customer goals while following the documented design processes
- Maintain Sales Funnel (pipeline) of opportunities to provide visibility to the Managing Director and Executive Team
- Travel overnight approximately 50% of the time or as required, to attain sales goals
- Other responsibilities as defined by executive management

Qualifications

- Excellent sales, communication, teamwork and analytical skills are essential
- Able to initiate activity and function independently to identify and pursue opportunities while also able to collaborate with internal resources and teams for costing, project management, product development, etc.
- Driven to meet ambitious sales goals and milestones

- Must have strong skills in use of computer tools, including MS Office
- BS degree or equivalent experience with minimum 5 years' experience in outside sales. Experience in medical diagnostics or biotechnology sales is preferred