

DIRECTOR OF SALES - Kalamazoo Fabricating division

Job Description Overview

The Director of Sales for our custom contract manufacturing division will drive sales and promote excellence throughout the KalFab division. The primary responsibilities are to lead sales efforts; source opportunities; and build relationships with new and existing customers, engineering firms, and distributors to produce sales meeting or exceeding the corporate goals of 15% annual revenue growth and 10% profit.

Qualifications

- Dedicated to excellence and quality.
- Strong industrial sales background.
- Maintains a highly professional appearance
- Proven history of achieving company goals.
- Strong communication skills.
- Excellent organizational skills.
- Undergraduate degree.
- Minimum ten years of sales experience.
- Must be flexible and able to multitask.
- Collaborative, Team Player.
- Excellent interpersonal and communication skills.
- Able to generate respect and trust from all of the KMC Global family.

Responsibilities:

- Promote excellence throughout the division.
- Direct supervision of a Sales Estimator and a Project Engineer.
- Manage current customer accounts with an emphasis on growth.
- Oversee and assist in the quotation of new work (outside fabrication and contract manufacturing).
- Build and promote strong internal processes for handoffs between Sales, Engineering, and Manufacturing.
- Develop direct contacts within accounts.
- Manage and oversee the KalFab website and all KalFab marketing activity.
- Attend and participate in company meetings, as required.
- Identify and properly qualify new business opportunities.
- Any duties as assigned by the President and CEO.

Job Type: Full-time

Pay: \$60,000.00 - \$80,000.00 per year