

# SALES DIRECTOR, NORTH AMERICA

Heat-treating industry

## WHAT'S THIS ABOUT?

Our global client, based in the United States, needs a sales director to focus on sales growth of control panels and automation solutions in the US, Canada, Mexico and Brazil.

They are looking for someone experienced in the heat-treating industry who is a solid people leader with an outstanding track record in growing high-performance teams. You will oversee internal and externals sales teams, but make no mistake, key accounts are yours to manage and grow.

As it is with any senior position, you must be able to set a sales strategy and prepare to roll up your sleeves and be a sales champion. You work together with marketing to inform campaigns and provide support as they drive forward a digital transformation for the business.

Are you ready for this opportunity? Because we are here knocking...

### ABOUT YOU

- Engineering or Commercial Degree with sales background complemented by a demonstrated track record of success
- 15 years work experience; defining and deploying strategies, leading transformation/cross-functional projects and governance monitoring
- Solid knowledge on Engineering/ Manufacturing challenges
- Must know Microsoft Office (Teams), CRM (Hubspot), Solid working knowledge in ERP systems (Abas), eShop platforms
- Must be fluent in English; Spanish and Portuguese an asset

### ABOUT US

- Base salary: USD **\$140,000 - \$160,000**
- Full benefits package and commission
- Matches 401K contributions
- 3 weeks vacation
- Global company based in the US

### IS IT YOU WE'RE LOOKING FOR?

**Email Melanie Diotte** with the position in the subject line.

**Attach** your complete resume.