



## **Straube Associates**

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[www.StraubeAssociates.com](http://www.StraubeAssociates.com)

### ***Director of Sales*** ***Aerospace/Technical/Defense***

#### *The Company*

**Straube Associates**, a nationally recognized executive search firm since 1986, has been retained to recruit a **Director of Sales** for our client, a growing creator and adaptor of fluid management products providing solutions and service for demanding fluid transfer requirements. Our client, a division of a Multi-Billion Global Corporation, is experiencing strong, steady growth, providing unlimited opportunities to their customers and employees. This is an excellent opportunity to significantly impact the growth of the organization. The position will be based at company headquarters in the *northern New England area*.

#### *The Position*

The **Director of Sales** will report to the **General Manager**. He/she will be responsible for developing and implementing global strategic sales plans for three business segments: commercial, aerospace, and overhaul and repair. The **Director of Sales** will have a key role in recommending strategies for how products are priced in order to stay competitive while meeting key internal targets. He/she will be responsible for directing the internal sales team, regional sales managers and external sales representatives to effectively target key opportunities. Will work with the Product Line teams, Marketing, R&D, Engineering, Supply Chain, and Finance and provide clear communication to all stakeholders.

#### *Experience*

- 10 + years prior experience from related industries.
- Minimum of 5 years of experience in Sales Management.
- 3 + years of experience within a Blue Chip / Fortune 500 environment.
- Experience in dealing with global operations.
- Strong commercial skills in selling, pricing, costing.
- Background in sales strategy and negotiation of LTA's.

#### *Success Factors*

- Excellent verbal and written communication skills and interpersonal skills.
- Experience in customer / relationship - management .
- Understanding of business financial analysis .
- Competent in Microsoft Excel, Power Point and Word.
- Must be willing to travel 50%.

#### *Education*

- Bachelor's degree in Mechanical Engineering or in a similar engineering discipline.
- MBA or advanced education is a plus.

#### *Salary/Benefits*

Compensation will be based on the experience and qualifications the candidate brings to the position and will include:

- A competitive *base salary, bonus, and an excellent comprehensive benefits plan*.
- Relocation assistance available as required.

Email resume with salary history to [SStraube@StraubeAssociates.com](mailto:SStraube@StraubeAssociates.com)

Attention: **Director of Sales SEARCH**