**DIRECTOR OF GLOBAL SALES**

We are a 70 year old, family-oriented company with a successful track record, and bright future. We manufacture precision-engineered pneumatic and automation products for a variety of industries.

Are you looking for an opportunity to be a pivotal player in our journey towards exponential growth? Our 5-year plan is based on 30% year over year growth through new markets, products, and partners.

We are a privately held company and can quickly react to new opportunities to expand our business. All possibilities are on the table for growth while maintaining our purpose and culture.

So, are you a self-motivated, creative, organized, and results oriented sales leader? Do you identify and seize new opportunities and seek win/win negotiations? Do you have a proven track record developing and leading a team of talented sales professionals? If these accomplishments are in your wheelhouse, we would love to hear from you.

Prime responsibilities include leading our sales team, creating, and implementing sales growth plans to develop business opportunities with existing and new customers, nurturing and growing our distributor network, identifying the best channels to market by geographic area, participating in pricing decisions and new product development priorities, and being a key member of the senior leadership team. You need to be a team player with a desire to win while working towards solutions that maintain long-term relationships.

Ten plus years of experience in sales leadership, impeccable ethics, a hunger to always learn more, and a desire to drive innovation are required. Knowledge of pneumatic systems, Engineering degree, and demonstrated experience and literacy with CRM systems, sales automation tools/techniques.

Position based in NJ.