



Job Description

Effective Date: January 31, 2012

Job Title: BAS Sales Manager
Reports to: VP, Marketing & Business Development

Job status: Salary
Pay range: DOE

Who: (Beliefs, values, characteristics, attitude)

- Strong coaching skills with the ability to maximize the output and skill level of a team
- Strong belief in the correlation between contact with customers and results
- Self-motivated with high sense of urgency
- Charismatic relationship builder
- Aggressive closer
- Emphatic focus on customer service/satisfaction
- Working knowledge of industrial automation, building automation and energy management control systems and control system peripherals
- Outspoken champion for customers and product solutions
- Has a minimum of 7 years sales/marketing experience
- Experience managing a multi-channel marketing activity
- Creative risk taker—embodies the entrepreneur spirit
- Strong negotiation skills
- Guerilla marketing mentality – able to create business without breaking the bank
- Good listener able to solve customer applications with existing products and services, as well as determine new product and service opportunities

Responsibilities: (Results)

- Responsible for maximizing financial results by deploying Veris TeleSales in the North American BAS market
- Responsible for ensuring an outbound sales activity that effectively contacts decision makers and influencers
- Responsible for holding sales reps accountable for meeting and exceeding agreed to standards for number presentations and phone time
- Responsible for regular ongoing training programs intended to improve results
- Responsible for maintaining CRM, HR, Forecasting and other systems and software programs
- Develop key relationships with larger customers in support of reps through direct contact including travel to trade shows and customer sites
- Responsible for collecting voice of customer through sales and ensuring availability for marketing teams
- Working with the product development teams when engaged to help ensure successful product launch and ongoing sales

Requirements:

Education: BA, BS in Engineering, Marketing or Business, or equivalent experience
Experience: The ideal candidate will have at least five years of sales and sales leadership experience in an electronics manufacturing environment