

## JOB POSTING - Senior Director of Transportation Sales - NAFTA

### Key responsibilities:

Responsible for the management and development of sales growth for specific accounts related to Automotive, Tier 1, Off-Highway, and Mobile Equipment in assigned geography including US, Canada, and Mexico. Key responsibilities include the implementation of company strategy, staffing and resource development, coordination of channel support and development, direct customer relationship development, sales deployment and sales activities and industry strategy implementation.

- Motivate & lead the Transportation Sales team to work within a highly matrixed sales environment to achieve maximum sales volume.
- Maintain constant awareness of markets, customer needs, competitor activity in order to guide Sales team in positioning products/technologies and industry strategies accordingly.
- Maintain and develop personal relationships with Key accounts and Distributors.
- Work closely with Sales team through extensive face time in the market and utilization of other tools such as CRM, monthly reports and regularly scheduled debriefings to insure activities and goals are on track and meeting expectations.
- Recognize developing trends and make appropriate recommendations as required.
- Support domestic and global initiatives with strong focus on targeted industries.
- Prepare, analyze and manage sales forecasts, budgets and monthly reports. Control expenditures.
- Select, hire, review/develop and monitor the performance of Sales team.
- Obtain and maintain a thorough knowledge of Balluff products, services and processes, as well as competitor's products and services.

### REQUIREMENTS/QUALIFICATIONS:

- Bachelor's degree in business, marketing or related area.
- Technical field sales and managerial experience (5-10 yrs. min.), coupled with an in-depth knowledge of sales and marketing strategies and techniques required. Knowledge of SPIN selling and Miller Heiman strategic selling preferred.
- Successful history of leading/managing remote teams as well as cross cultural teams.
- International sales experience (NAFTA & Germany) required.
- Proven knowledge of market and industries.
- Solid familiarity with computers and common software (Outlook, Excel, Word, and PowerPoint).
- Visits to customer manufacturing facilities where the environment may require personal protective equipment.
- Overnight and airline travel is required.
- Reports to Vice President - Sales.
- Must reside in the Detroit, MI area.