

Director of Sales and Marketing

Pay 100K RANGE base and based in South Eastern United States.

Description: The Director will lead the Company's Marketing and Sales efforts. The Director will develop, refine and manage the strategic sales and marketing plan of the company.

Major Responsibilities:

1. Development of a strategic corporate marketing and Sales plan.
2. Implementation of Company Marketing and Sales Plans.
3. Plan all sales activities
4. Maintain sales accounts
5. Track pricing and develop margin, price, and budget strategies.
6. Maintain and report on customer satisfaction.
7. Take part in scheduled sales review with Company management to track performance to sales plans.
8. Plan and prioritize all sales plans.
9. Manage sales portfolios and territories according to company marketing strategy.
10. Develop and maintain new and existing customer relationships using ethical sales methods, supporting growth targets, and meeting customer satisfaction.
11. Interface with company CEO and other company personnel to review sales status, performance to sales targets, and performance to contracts.
12. Responsible for hiring, managing, and leading all sales representatives.
13. Interface with company new product development personnel to assure customer desires are met

Qualifications:

1. Four year Technical or engineering degree is required, an advanced degree in either Engineering or Business Adm. is desirable
2. 5 years experience in U.S. Military sales, marketing or product development in the area of body armor.
3. Military experience, in infantry of special operation preferred.
4. Strong work ethic and employment history
5. Ability to work flexible schedule and travel as necessary,
6. Ability to work both independently and in a team environment.