



Position Description

Position: Sales Director – North America - West

Reports To: Vice President of Worldwide Sales & Marketing

Role Description

We are looking for a high-performing Sales Director to help us meet our ambitious customer acquisition and revenue growth objectives in the Electric Utility market in North America. You will be responsible for developing and executing all key growth sales strategies, tactics and action plans required to achieve the company's financial targets.

Responsibilities

- Own and hit/exceed annual sales targets within assigned territory and accounts
- Develop and execute strategic plan to achieve sales targets and to expand the company's customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Understand category-specific landscapes and trends, reporting on the forces that shift tactical budgets and strategic direction of accounts

Requirements

- Proven sales experience, consistently meeting or exceeding targets
- 10+ years of experience selling to Electric Utilities
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the utility organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Proven ability to articulate the distinct aspects of products and services and position them against competitors
- Demonstrable experience in developing client-focused, differentiated and achievable solutions

- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- BA/BS degree or equivalent; MBA preferred
- 10+ years of increasing responsibility in a company working with the electric utility industry

To apply, please send cover letter and resume to Jim Andrus,
jandrus@gridcosystems.com.

No recruiters please.