

Job Title: Europe Sales Leader
Department: Sales
Location: Based out of Europe, preferably Germany or the Netherlands

Position Summary:

Astrodyne TDI is looking for an experienced sales leader to support our growth into Europe. This leadership position will encapsulate the capabilities of a key account manager, business developer, territory manager, manufacturer’s representative manager and closer. The Europe sales leader supports company growth through developing and executing strategic customer engagements that result in the successful sales of standard and modified standard power conversion products and filters. The leader will develop and maintain relationships with the critical decision makers at the company’s target accounts. He or she will also create executive-level client relationships that promote long-term strategic growth. This position will prepare revenue forecasts along with business growth objectives that support the company’s objectives. Ideally, this person will be located within the assigned region and work out of a home office, but exceptions are possible for a strong candidate. Required travel will be approximately 50% outside the home territory or as needed to support the appropriate amount of customer and distributor meetings. The sales leader is the “face” of AstrodyneTDI to the customer and has the authority to negotiate on behalf of the company.

Job Responsibilities:

Develops a business plan for the penetration of accounts and the growth of sales of the company’s products to customers in the assigned territory.

- Implement defined strategies and tactics to achieve budgeted sales and targeted new account acquisition quota.
- Acquires, manages, and motivates Independent manufacturer representatives within the assigned territory.
- Establishes and builds professional relationships with key accounts.
- Prepares, recommends, and negotiates pricing, terms, and conditions for quotations (RFQ's) blanket agreements and contracts for management approval.
- In conjunction with Marketing and Engineering teams, creates effective proposals and RFP/RFQ responses that identify prospects’ needs and requirements and outline our solution and value proposition.
- Proactively manages and maintains a high level of customer satisfaction within existing account base.
- Drives on-going, proactive qualification, management and progression of sales leads and prospects.
- Coordinates the resolution of customer concerns, complaints, and corrective actions.
- Provides local training and technical applications support to representatives and customer base.
- Attends trade shows and other market/industry events and possibly acquires speaking engagements.
- Maintains the Salesforce.com database of opportunities and contacts

Supervisory Responsibilities:

- Manages, directs, and reviews manufacturers’ representatives within the territory.
- Possesses the ability to influence and drive other internal organizations, that are not direct reports, to achieve solutions for customers and drive revenue growth.
- Demonstrates a consultative approach and ability to make recommendations to Company prospects with solutions that can meet their requirements.
- Must have capability to refine existing information and further develop and qualify leads/opportunities through referrals, networks, trade shows, web resources, and other methods to enhance the opportunity pipeline.

Education & Experience:

A Bachelor's Degree is required, an Engineering degree preferred, along with prior power supply industry or EMI Filter sales experience. A minimum of 5 to 10 years of experience in the territory with an established network of contacts in the Industrial, Medical, Military, Aerospace, and Semiconductor markets. Tenacity, skill, and a Customer-focus is most important. The sales leader role serves as a critical link between Astrodyne TDI and the customer base. To be successful, the sales leader must be a coach and executive capable with a clear history of success generating business at new customer accounts. A self-motivator and problem-solver is a requirement as initial technical and marketing support will be in the United States.

Astrodyne TDI provides equal employment opportunities to all employees and applicants. Our culture is one that provides opportunities for employee involvement, growth, and development. Astrodyne TDI offers competitive salary plus commission, paid time off, robust healthcare benefits, and 401(k).

To Apply: send cover letter along with salary requirements with your resume to:

lindsay.varnum@astrodyneTDI.com