

Sales Director International Defence (m/f)

Job-Code: 463

Standort: Tours (France), Radolfzell (Germany) or Home Office

Bereich: Defence

The Sales Director International Defence is responsible for sustainable sales growth, improving and further developing the territory and account planning activities, achieving regional booking and margin targets, managing and optimizing all sales channels within the territory for Defence (both Fore- and Aftermarket) and the development, management and ownership of the opportunity sales funnel. The Sales Director Defence works closely with Marketing and the Sales back office to optimize customer experience and position CPT for growth.

PRIMARY RESPONSIBILITIES INCLUDE:

- Manages & Develops the International Defense Group Inside & Field Sales personnel
- Monitor and manage the Rep sales network
- Must be able to act as Project Manager for major programs and provide technical leadership to team on smaller programs
- Position sales team for regular and sustainable sales and margin growth; achieve annual sales and margin targets
- Improve sales processes and further develop territory and account planning; develop and implement country specific sales plans
- Develop and manage the territory opportunity pipeline to deliver booking & revenue growth
- Provide sales reports and booking forecasts for the territory
- Development of the Key Account Management strategy for the territory as a tool for achieving long term sales growth
- Calls on management representatives such Naval & marine OEM's, Naval architects, end users or other professional and technical personnel and other establishments and attempts to convince prospective client of desirability and practicability of products or services offered
- Works closely with Manufacturing sites to optimize and speed up sales processes to improve response time and customer experience
- Implement VOC and the development of customer focused sales strategies for both the fore- and aftermarket
- Contributes as senior leader to execute the mid and long term growth strategy; acts as role model by living the Circor values & behaviors
- Acts as an advocate for defense customers within the company
- Review and rectify technical issues with customer and with plants as required
- Propose changes in products, processes, materials, and/or services, which would improve the competitive position of the Defense Group. Work with Naval engineers and shipyards on product improvements and modifications
- Review and negotiate contractual terms, conditions of sales, advance payment terms and appropriate pricing strategy for each unique competitive situation



REQUIRED SKILLS

You have a Bachelor's degree or higher in Mechanical Engineering (preferred) or Business from an accredited university and a minimum 5 – 7 years experience in a technical sales leadership role, preferably employed directly by globally represented OEM's for rotating equipment in Defence business. Experience on fluid handling process equipment/ rotating equipment/pumps/compressors or turbomachinery related industry is preferred.

You have strong leadership skills and ability to manage, coach and develop multicultural teams. Conducting business in diverse countries requires travelling frequently through all assigned countries. Experience in leading a successful technical response to customer requirements and making presentations to experienced engineers complete your profile.

WE OFFER

Good development opportunities, extensive training and an attractive remuneration package.

YOUR APPLICATION

If you are interested in a varied and team-oriented cooperation in a modern company, please apply with your complete Application documents at ALLWEILER under the adjacent address.

CIRCOR

ALLWEILER GmbH

Bereich Personal

Postfach 1140

78301 Radolfzell

bewerbung@colfaxfluidhandling.com

www.circor.com

