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**Vice President of Sales and General Manager**

Our client is seeking a highly motivated and results-oriented individual to join the Leadership Team as Vice President of Sales and General Manager. This strategic leadership role will be responsible for driving sales growth, overseeing all aspects of our sales and operations teams, and contributing to the overall success of the company.

They are a leading manufacturer in the machine tool industry. For nearly 90 years they have been family-owned and are now a global leader in gearless head drills. They design and produce products for multiple industries including automotive, aerospace, electrical, electronic, propulsion, off-road construction, hydraulic, pneumatic and general job shop clients. This position reports to the CEO.

Strong candidates will have an entrepreneurial mindset and be motivated by the opportunity to lead and be rewarded for:

* Possessing and applying complete autonomy in decision-making and execution
* Growing the company's revenue and profitability
* Building strong and successful inside sales team and functional teams
* Increasing customer satisfaction
* Improving operational efficiency and effectiveness
* Achieving the company's strategic goals
* Transforming the company from a 20th century apex competitor to a 21st century apex competitor second to none

**Sales Responsibilities:**

* Develop and implement a comprehensive sales strategy to achieve or exceed revenue goals.
* Build strong relationships with key customers and partners.
* Recruit, build, lead and motivate inside and outside sales teams.
* Identify and pursue new market opportunities with particular emphasis on Value-add Resellers and Distributors
* Analyze sales data and make strategic decisions.
* Travel 20-40% of the time to meet with customers and attend industry events.

**General Management:**

* Oversee all aspects of the company's operations, including engineering, production, quality control, and customer service.
* Develop and implement operational plans to achieve efficiency and profitability.
* Foster a positive and productive work environment.
* Contribute to the development and implementation of the company's overall strategic plan.
* Work closely with Controller/CFO to achieve desired operational efficiencies and cost controls

**Qualifications:**

* Bachelor's degree in Business Administration or related field (MBA preferred)
* 5+ years of experience in sales and marketing, with a proven track record of success
* Experience leading and managing a team of sales representatives
* Experience leading and managing cross-functional teams and efforts
* Strong understanding of the machine manufacturing industry and its key players
* Excellent communication, interpersonal, and leadership skills
* Proven ability to develop and implement effective sales strategies
* Ability to travel 20-40% of the time
* Strong analytical and problem-solving skills
* Passion for building and maintaining customer relationships

**Benefits:**

* Competitive salary and benefits package
  + Base salary
  + Uncapped commissions
* Cell phone and vehicle allowance
* Opportunity to transform the product and service offering mix and sales channels
* Working with a talented and dedicated team
* Be part of a company with a rich history and tradition in American manufacturing
* Full health and retirement benefits