




## **Sales Director – Manufacturing (IT Services & Digital Solutions)**

 *Chicago-based / 100% Remote with Travel*

Are you a strategic sales hunter with deep roots in the manufacturing sector? Do you thrive on closing complex, high-value deals that drive digital transformation? If so, we've got your next big opportunity.

Our client — a global IT and business services leader headquartered in Texas — is seeking a **Sales Director focused on Manufacturing** to join their growing team. With a strong industry presence and a reputation for delivering best-in-class solutions across cloud, data, and application services, this is your chance to help legacy manufacturers embrace the future.

### **What You'll Do:**

This is a high-impact, individual contributor role focused on **new logo acquisition** in the Midwest region, targeting manufacturing organizations undergoing digital evolution. You'll report directly into senior leadership and be supported by a robust ecosystem of marketing, consulting, and solutioning teams.

### **Your Mission:**

- Own and drive the full sales cycle — from prospecting to close — with key stakeholders (C-suite, VP, Director level).
- Build and execute go-to-market strategies to land new accounts within the manufacturing vertical.
- Position IT Services and digital solutions to address real business challenges, not just tech problems.
- Collaborate with internal experts to craft tailored, value-driven solutions that resonate with target buyers.
- Navigate long, complex sales cycles and win strategic, multimillion-dollar deals.
- Represent the brand at industry events, client meetings, and conferences — travel up to 40%.

### **What You Bring:**

- **6+ years of experience** selling technology solutions, consulting services, or digital transformation offerings — 70%+ should be focused on services (not just products or SaaS).
- **5+ years selling into Manufacturing** clients — you know their language, challenges, and how to solve them.
- A consistent record of closing **\$15M+ enterprise-level IT services deals**.
- Strong network in the Midwest region — especially in the greater Chicago area.
- Bachelor's degree (or equivalent professional experience).
- A hunter mentality with the ability to operate independently, yet collaborate cross-functionally.

### **Why This Role Rocks:**

- Work for a globally recognized digital leader.
- Have the autonomy to shape your sales strategy and go deep in a vertical you know.
- Access to a top-tier support system — no lone wolves here.
- Competitive compensation, career growth, and a strong remote culture.

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