



## **JOB POSTING**

<b>Job Title:</b> Director, Sales & Business Development - LATAM	<b>Job Level:</b> Professional IV <b>Status:</b> Salary Exempt
<b>Reports To:</b> VP Mobile Pipeline	<b>Department:</b> Mobile Pipeline
<b>Location:</b> Open	<b>Posting Date:</b> February 2019

### **Job Summary**

Responsible for the sales business development in LATAM region for Mobile Pipeline. Responsibilities include sale of products and services, managing customer relationships, and developing strategic partner relationships and generating region specific strategies and marketing plans.

### **Duties and Responsibilities**

- Perform sales and marketing efforts through face-to-face visits, phone, and written communications.
- Generate new leads and cold call new customers to build sales and strong relationships.
- Support and attend trade show activities and industry meetings.
- Proactively seek out and target new customers and new sales opportunities, initiate action plans to approach and secure new business.
- Generate written reports on customer calls; communicate customer requirements to management, engineering and manufacturing departments.
- Generate and manage bids and proposals.
- Assist with negotiation of contracts, purchase orders, and terms and conditions.
- Assist with the development of strategic plans to increase market share of existing products and develop new markets for existing product or products that fit our core technology.
- Collect and communicate competitive and industry intelligence to maintain or gain market leadership.
- Develop, maintain, and improve customer relationships and customer satisfaction.
- Support on-time delivery of product.
- Support the efforts of marketing media such as literature, press releases, web site, advertisements, graphics, video, etc.
- Provide sales forecast with high degree of commercial intelligence
- Collaborate with other's in the formulation of sales forecasting, budgeting, costing activities, and reporting
- Assist with contract/program issues related to product development and delivery

### **Supervisor Responsibilities:**

The job has no supervisory responsibilities.

### **Knowledge, Skills and Abilities:**

- Experience working with process and procedure of a certified quality system (or similar).
- Experience with export compliance and international shipping requirements.
- Ability to understand highly technical products; related sales and marketing strategies of such products, preferred.
- General knowledge of composite products, processes, and materials preferred.
- Advanced level sales skills, including the ability to give technical presentations to various groups
- Ability to develop, implement, monitor, control, and manage business development projects.
- Ability to cooperate, communicate and coordinate projects with both internal and external customers and suppliers in an advanced capacity using the English Language.



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- Previous Quality Management System and process auditing training and experience
- Ability to understand government contracts, standards, and systems; and work through related compliance barriers to obtain marketing and sales solutions.
- Strong analytical ability with advanced problem-solving skills.
- Ability to manage multiple priorities and tasks with minimal supervision.
- Ability to work effectively in a fast-paced and demanding environment with a strong sense of urgency.
- Ability to establish and maintain rapport and effective communication with diverse levels within the company, external prospects, customers and other organizations.
- Prior experience working under tight deadlines with shifting priorities.
- Must have the ability to work in sensitive and confidential situations.
- Ability to define problems, collect data, establish facts and draw valid conclusions with the ability to deal with abstract and concrete variables.
- Strong ability to generate reliable reports regarding status, performance, and results
- Must have above average MS Office Skills including: Project, Word, Excel and PowerPoint
- Prior ERP and CRM experience advantageous; ability to generate actionable market reports

#### **Education, Qualifications & Certifications:**

- Bachelor's Degree in Sales, Marketing, Business, Engineering or other related disciplines; Technical background preferred.
- Minimum, 10 years of sales, marketing, leadership or business development covering large territories of which 5 years of International & Technical Sales in LATAM preferred.
- Must be fluent in both English & Spanish or Portuguese; ability to read, write and speak proficiently, required.

#### **Physical Demand & Work Environment:**

- The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- While performing the duties of this job, the employee is frequently required to sit for long periods of time at a computer and use hands to finger, handle, or feel. The employee is moderately required to stand, walk, reach with hands and arms; stoop, kneel or crouch; talk and hear. The employee may occasionally lift and/or move up to 40 pounds. Specific vision abilities required by this job include close vision, and ability to adjust focus.
- Travel approximately 30-50% both Domestic and Internationally plus have flexibility to adjust work hours and schedule to support internal and external customer needs. Ability to travel on short notice.
- This position works primarily in an office setting but may work in the plant and field and therefore subject to wearing required PPE which may include: safety glasses, hard hat, ear protection, leather gloves, safety vest, & steel toed boots.

#### **Apply**

\*Internal Applicants: Complete an internal application and submit it to Human Resources

\*External Applicants:

Email your resume to: [applymp@hexagonlincoln.com](mailto:applymp@hexagonlincoln.com)

OR mail your resume to:

Hexagon Lincoln

Attn: Manager, Talent Acquisition

5150 NW 40th Street Lincoln, NE 68524