



S&H Systems, Inc. is a Material Handling Systems Integrator with a strong reputation and position in the Supply Chain Equipment and Installation Services Industry; we are currently looking for experienced, self-motivated individuals.

**Job Description:**

Director of System Sales

**Base Salary:**

\$100-\$120K plus commissions

**Objectives:**

The sales manager position requires a highly motivated, driven, self-starter to manage and inspire sales account managers. Ability to translate jobs with complex concepts into presentations targeted for audiences of all knowledge levels. Additionally, the sales manager will need the energy and desire to anticipate the account managers and clients' needs, aggressively addressing issues that arise and providing innovative solutions.

**Territory Coverage:**

To be discussed

**Duties and Responsibilities:**

- Develop and maintain an annual sales plan that takes market share from competition.
  - Manage daily efforts toward that plan – provide results, updates & sales to executive team.
- Continue to develop and maintain our mailing list end users, dealers, suppliers, and consultants, while having close communication with marketing.
- Develop and maintain a plan for sales to network, identify and contact new prospects to find/create new opportunities.
- Develop and maintain an accurate, updated business forecast and report on a weekly basis.
- Become a resource for salespeople to ensure that needs are identified early on the decision-making process.
- Inform customers of new technology trends and assist in identifying solutions that solve a customer's business problem.

- Exceed annual bookings targets and margin goals.
- Create repeat customers and provide the highest levels of customer service and support.
- Create a culture of team spirit focused on results and customer satisfaction.

**Qualifications & Skills:**

- Bachelor's degree in engineering, technology or related degree.
- Minimum five (5) years of experience in a successful technical sales role, preferably in the material handling industry.
- Excellent professional, solution-selling, interpersonal and presentation skills.
- Computer skills, word, excel, Microsoft.
- Material handling systems [conveyors] experience and/or distribution operations experience preferred.

**Experience in these Industries a Plus:**

- Order Processing and Distribution.
- Manufacturing Applications.
- Order Fulfillment.
- Food Processing Material Handling.
- Pharmaceutical Material Handling.

**Benefits Package:**

- Base Salary plus Commission
- Credit card to be furnished for travel, food, etc.
- Health insurance only & company pays 100% for employee.
- 401k retirement plan & company percentage contribution.
- Paid vacation.
- Limited paid sick / Personal leave