

Vice President of Sales

Position Overview:

The Vice President of Sales is responsible for the development and recruitment of inside and outside sales personnel and resellers in the single-phase and three-phase Uninterruptible Power Systems (UPS) product line. To develop a comprehensive sales plan and manage the growth of HMC revenue. To maintain or grow the margin in the UPS and complementary product lines.

Reporting Relationship: The Vice President of Sales reports to the CEO/President and is part of the Management Leadership Team

Responsibilities/Accountabilities:

- Manages, recruits and develops diverse sales force
- Oversees annual sales plan, forecasts, budget and human resource plan
- Leads search for new and innovative complementary products – negotiate rights to sell and/or distribute these product in order to diversify HMC operations
- Ensures proactive communication with CEO/President, VP-Finance and Administration, VP – Business Development and Director of Operations
- Maintains continuous communication with sales force and product manufacturers to ensure customer needs are being addressed
- Ensures company operations provide quality customer care and service
- Oversees standards of performance and recruitment of qualified customer care employees
- Maintains records, manage receipts and expense reports, and submits to accounting department on a monthly basis

Requirements:

Skills

- Extensive knowledge of Eaton and competitive single-phase and three-phase UPS product line and familiarity with competitors
- Ability to lead an outside sales force while traveling to recruit new customers
- Supervisory responsibility – planning, coaching, teaching sales staff
- Ability and available to travel for overnight and/or extended periods of time
- Excellent written, verbal and presentation skills

Personal Attributes

- Demonstrates honesty and integrity in work and relationships
- Demonstrates servant leadership principles
- Demonstrates innovation/creativity in work
- Possesses strong work ethic and takes ownership of both company and client goals/objectives
- Focused on understanding, meeting and exceeding customer expectations
- Focused on collaboration and team work for the mutual success of the company and its employees
- Demonstrates a willingness to sacrifice personal time for the company as conditions warrant

Travel expectations:

- Traveling on a National basis – several weeks out of the year

Posting Qualifications:

- 4 year college degree or equivalent
- 10 years of experience in a Sales or Marketing environment
- Working knowledge of Uninterruptible Power Systems (UPS)
- Skilled in Microsoft Suite of products including Excel, Word and Power Point
- Experience in sales management
- Proven leadership skills