

# Sales Manager

Location: **Houston, Texas**

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The Sales Manager – Process Industries is a key member of the CIRCOR Instrumentation Technologies (CIT) sales management team and will have primary responsibility for implementing/maintaining regional and/or global supply agreements at End User customers, so as to achieve targeted organic growth goals established by the company. This role is responsible for achieving profitable sales results, through Global Key Account development, while driving innovative and integrated sales initiatives, in partnership with the Sales Director Global Key Accounts and other members of the senior management team, directly leading to the penetration and/or expansion of the existing base of business generated through Global Key Accounts for CIT.

## Requirements:

- Meet or exceed sales quotas established by management
- Create a positive brand awareness for CIT within key End User Target Accounts
- Increase penetration (sales) to key End User Target Accounts
- Confirm, communicate and implement sales goals and strategies for the sales force, and review and update sales and marketing strategies for key markets and target accounts
- Create and sustain effective collaborative partnerships with key Channel Partners thru Target Account selling
- Complete thorough market analysis to improve Key Target Account "Hit Rate" through a focused, opportunity based, selling approach
- Achieve growth-oriented revenue goals and objectives for existing and new global key accounts
- Lead and develop the sales channel to drive value strategies and deliver profitable sales growth
- Build long-term relationships with key decision makers at targeted accounts
- Effectively communicating the key account sales strategy to all constituencies throughout the sales channel
- Develop tools/strategies and lead the sales channel in selling to complex business enterprise models
- Provide product application assistance to solve/assist customers/channel partners technical issues
- Advise management on sales directions, competitors and market trends, including technology trends
- Provide timely (monthly) activity and expense reporting

## Education/Experience:

- College degree required. Concentration in Marketing, Business, or Industrial Distribution preferred
- Minimum of 10 years of Sales experience in related markets
- Proven track record of gaining access to key decision makers and selling to top executives within the defined markets
- Must have experience in establishing and building strong collaborative business partnerships with customers in referenced markets
- Must have experience in creating and sustaining strong profitability and business results within a successful organization
- Fifty Percent (50%) travel with some, intermittent weekend travel
- Must be fluent in Microsoft Office Applications including Office, Word, Excel, PowerPoint

*CIRCOR is an Equal Opportunity Employer (M/F/D/V).*

Apply via the following link:

<http://circor.catsone.com/careers/index.php?m=portal&a=details&jobOrderID=172442>