

DIRECTOR OF SALES AND MARKETING

Parkinson Technologies Inc., a leading designer and manufacturer of industrial winding and plastics processing equipment, has an immediate opening for a Director of Sales and Marketing. Reporting to the President, the individual is responsible for developing, executing and managing worldwide sales and marketing efforts.

Responsibilities

- Develop, execute and manage all sales, marketing and related commercial activities
- Lead identification and development of market/customer-based strategic sales opportunities
- Provide leadership to the Sales Department and work with internal functional areas to achieve objectives
- Establish long term working relationships with existing and potential customers
- Define market and product offerings to optimize sales of existing products while introducing new products and capabilities that leverage assets and competencies
- Participate significantly with the senior management team in formulating and managing overall company policy and in developing long-range objectives and business plans
- Staff, train and evaluate performance within the Group; develop department budgets and manage expenditures to budgetary requirements

Qualifications

- Minimum 10 years of commercial experience with increasing responsibility in technical sales/marketing of engineered equipment in process environments, preferably in web handling and plastics processing machinery
- Working knowledge of mechanical/electrical aspects of large scale capital equipment and experience with customers whose businesses are capital-intensive and process-driven
- Preferred education includes engineering background (BSME-EE-ChE); MBA a plus
- Deep experience in understanding , penetrating and maintaining large corporate customers; strong direct selling skills in technical, long-lead sales environments
- Demonstrated success in building and leading global commercial teams in technical markets and transitioning reactive selling efforts to sales strategies built on solutions and relationships
- Ability to interface with people on all levels and manage teams across multi-functional disciplines
- Rapid capability to facilitate the expression of complex information into creative marketing messages
- Capability to travel frequently is necessary, both domestically and internationally

Personal Skills

- Excellent writing and speaking skills as demonstrated by the ability to communicate confidently and concisely
- Strong work ethic with the initiative, energy and interpersonal skills necessary to achieve defined objectives, both individually and collaboratively
- Personal impact and influence necessary to identify and drive strategic growth initiatives and internal changes

- Excellent organizational skills with the ability to set and maintain personal and Group deadlines
- Demonstrated commercial leadership and results-driven follow-through

Parkinson Technologies, an ISO 9001:2000 company with approximately 100 employees, is an equal opportunity employer that values a creative and open working environment. The company's products and markets are technology-based and all design, manufacturing and commercial operations are located in a modern facility in Woonsocket, RI. Company benefits include medical, dental and life insurance, as well as a flexible savings account and a 401(K) plan. Please visit www.parkinsontechnologies.com for more information.

Please send your résumé and cover letter via email to humanresources@parkinsontechnologies.com and indicate "Director of Sales & Marketing" in the email's subject. Résumés received without cover letters will not be considered.