

Job Title: Senior Sales Executive
Time

Pay Type/FLSA status: Exempt - Full

Department: Commercial

Supervises: No

Reports to: VP of Sales and Marketing, Dynamic Design Solutions

Shift: Remote/Monday-Friday/or as required

Dynamic Design Solutions (DDS), an Addtronics company, solves the manufacturing industry's most challenging problems with unique and creative solutions. Trusted by some of the largest and most influential manufacturing companies in the world, the DDS team of dedicated professionals delivers unique, high-quality, custom designed automation equipment. DDS also offers design and fabrication of all types of industrial tooling, especially highly engineered, complex parts, and assemblies. Located in Charlotte, NC, DDS has been a trusted partner within the manufacturing industry for over 25 years.

Position Summary:

The primary purpose of this position is to gain market share and drive further sales through multiple product lines and verticals. This includes the development, execution, and coordination of all sales efforts within a specified territory including interface with our Sales, Operations and Leadership Team. This position must regularly be out identifying and/or soliciting “new” or “expanded” sales opportunities within their assigned territory. In addition, this position will regularly perform special projects or assignments which are of significance to the “Vice President of Sales and Marketing” of the division.

Essential Functions and Responsibilities:

- Developing and following a comprehensive annual territory plan to identify and pursue the greatest opportunities for sales growth.
- Oversee and manage a sales pipeline with a complex sales cycle to close business.
- Make sales presentations to both new and existing customers to ensure that DDS product lines are being promoted in a professional, timely and effective manner to achieve sales results.
- Performing special projects or assignments for the Vice President of Sales and Marketing
- Works within established budget to control expenses and to maximize profitability within the specified territory.
- Completing required reports and analysis in a timely manner

Secondary Functions:

- May assist in the training and development of recently hired individuals within the Sales Force.
- Performing field service activities as needed within specified territory.
- Travel to help other sales representatives conduct training sessions, perform field service activities, or participate in national/regional trade shows.

Qualifications Desired:

- A Bachelors Degree is **REQUIRED**.
- A Masters Degree is **Preferred**.
- A good working knowledge of “Technical Sales” or working in a complex sales role.

- A minimum of FIVE years of Outside Sale or Inside Sales Experience is **REQUIRED**.
- Must present a positive and professional appearance.
- Excellent communication, both oral and written, and presentation skills are a must.
- Ability to stay informed of current industry trends and apply information to sales opportunities.
- Ability to demonstrate high level of customer focus.
- Excellent decision making and problem-solving skills.
- Must possess strong influence and persuasion skills.
- Must possess strong planning, prioritizing, and goal setting skills.
- Must demonstrate strong relationship management skills.

Nonessential Skills and Experience:

- Must be a team player with a positive attitude.

Physical demands and work environment: The physical demands and work environment characteristics 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.

- *Physical demands:*
 - While performing the duties of this job, the employee is occasionally required to stand; walk; sit; use hands to finger, handle or feel objects; reach with hands and arms; climb stairs; balance; stoop and/or kneel.
- *Work Environment:*
 - While performing the duties of this job, the employee will work remotely, but will frequently conduct customer site visits as necessary. The noise level in the work environment can be minimal to high. Must adhere to DDS and customer safety protocols.

Position Classification

This is a full-time, exempt salaried position. Depending on the needs of the business, the ability to work more than 40 hours/week and/or weekends may be required.

Travel

Travel to support the business is **required** and expected to be less than 75%.

EEO Statement

It is the policy of Dynamic Design Solutions, LLC to provide equal employment opportunities to all persons. In accordance with anti-discrimination laws, it is the purpose of this policy to effectuate these principles and mandates. DDS prohibits discrimination and harassment of any type and affords equal employment opportunities to employees and applicants without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations.

