

High-Energy Sales Director

Reports to CEO

Making A Difference Every Day

There are jobs—and then there are career-altering opportunities. The chance to do something meaningful. To grow and challenge yourself whether early on or as a second career. To change an industry. All while surrounded by smart, motivated people on the forefront of the next industrial revolution.

B9Creations is passionate about improving our customers' lives and businesses with technology. Whether giving our customers a competitive edge in a global market or preserving jobs by keeping production local, our team is creating opportunities for growth around the world.

The Opportunity

At B9Creations, we are a team of professionals committed to serving our internal and external customers with excellence. We are looking for a sales leader with proven experience, the ambition to step up, and a passion for matching customers with technology solutions in a B2B context. B9Creations offers competitive compensation along with outstanding professional growth opportunities in an industry that will transform our economy in the coming years, Additive Manufacturing.

The Ideal Candidate

Our ideal candidate is Low Ego, High Delivery and is capable & willing to Lead as well as Do.

We don't have executives here. We have servant leaders delivering executive-level leadership without the executive ego. Our ideal candidate has been or is prepared to be one but doesn't wear that on their sleeve. They can Lead & Do & figure out the opportunities we SHOULD pursue & how to win in a competitive marketplace. They are committed to growing and developing, hungry, ready for

a new challenge/chapter, and entrepreneurial. Whether or not you become an executive here depends on your ability to not act like one in the near term.

You will:

- Function as the CEO's right hand regarding strategic sales opportunities and relationships
- Drive the Company's revenue generation in alignment with plan
- Demonstrate competency & legitimacy via your ability to blend business & technical in compelling fashion for our customers and employees.
- Develop and implement the global sales strategy for OEM, Direct and Channel sales
- Build, grow, develop, and lead a sales team capable of meeting customer expectations and company growth goals
- Function as part of our management team to shape and grow the company through our strategic planning and execution process
- Work cross-functionally with a focus on optimizing the whole business with a Lean business mindset
- Work collaboratively with Marketing to ensure our offers and strategies align with market opportunities
- Utilize technology and analytics to optimize efforts and measure results
- Negotiate win-win contracts with customers and/or channel partners to manage company risk and profitability.

Preferred Experience

- Sales leadership experience with a proven track record leading sales teams and go-to-market plans in a B2B, consultative sales context
- Previous experience with channel development and management
- Leadership of Business Initiatives and People in alignment with strategy to Drive Growth in New & Existing Markets
- Track record of working closely with Marketing to successfully execute product launches, sales plans, and digital B2B sales tactics

Preferred Skills

- Strong commercial outlook and an entrepreneurial approach to business development.
- Presentation & Public Speaking Skills

- Initiate & Manage Strategic Client Relationships
- Mastery of and able to teach Strategic Sales Competencies, Negotiation skills, etc.
- Coaching, development, & hiring of sales organization in alignment with strategy

Education

- Degree in a business or technical discipline and/or equivalent experience
- Professional sales and leadership & training

Working Conditions

- This is an Exempt position. Working conditions are normal for an office environment and work will require travel with some international travel and occasional weekend and/or evening work as trade shows or customer needs require.

Locations

- The ideal locations for this role are Rapid City, SD or the Dallas/Fort Worth, TX area.