



Job Description – Senior Director of Sales and Marketing

Mobile Demand is looking for a seasoned sales executive to drive business expansion. Founded in 2003, MobileDemand is a manufacturer of rugged tablet computers specifically designed for demanding mobile computing environments. The ideal candidate will have proven experience as a key account sales executive as well as proven experience building and leading successful selling organizations. This highly compensated role is an important part of the executive team and we are looking for an individual with high energy, passion and a drive for success to support our extensive growth in the tablet market.

Responsibilities:

This position reports to the company President and will have complete responsibility for all sales functions and staffing, including:

- Sales forecasting to allow proper production/materials planning
- Contact management tools and procedures
- Performance to related sales quotas to allow the business to properly project and allocate resources
- Direct selling of key accounts
- Hiring and leadership of a sales organization as required to attain company goals
- Development of, and management to, an approved departmental operations and capital budget
- Customer input to marketing regarding product and service improvements and enhancements garnered from the customer base
- Work with Marketing Team to direct organizational marketing strategy

Required Skills and Experience:

- Ten or more years of proven regional/national direct B to B selling experience in the mobile computing or directly related industry. Candidate must be able to provide annual sales performance to quota for such years of experience
- Five or more years of proven sales team development and leadership experience in the mobile computing or directly related industry. Candidate must be able to provide annual sales performance to quota for their entire team for such years of experience
- Proven experience developing and maintaining large/key account relationships in the same or related industry
- Up to 50% travel required
- Proven experience developing and managing travel budgets

Compensation:

- Salary plus incentive compensation in line with experience/qualifications
- Paid vacation and holidays
- Company 401k program with Company match
- Company health/dental plan
- Company life insurance, and short- and long-term disability

To apply, send a cover letter and your resume to Christie at HR@MobileDemand.com.