

International Managing Sales Director

Reporting to the CEO, the International Managing Sales Director is responsible for the international sales activities and management of international sales teams.

This position plans, directs, coordinates and manages the international sales of Biocryptology's products and services by performing the following duties.

Essential Duties and Responsibilities

- Establishes international strategic sales goals to meet corporate objectives and assure market share and profitability of products and services worldwide.
- Prospects and develops new international accounts in various PMC's. Establishes and maintains relationships with strategic partners.
- Develops comprehensive sales plans and programs for international regions, consistent with the company's strategy.
- Researches, analyses, and monitors financial, technological, and demographic factors of international markets to capitalize on market opportunities and minimize effects of competitive activity.
- Evaluates long-term potential of representation in new international markets, generates entry and collaboration strategies, and produces and presents proposals.
- Manages sales teams: assigns tasks to Sales Representatives. Manages, directs and supports the sales force to achieve sales and profit goals. Assists local sales teams with visits to key customers and partners.
- Conducts product demonstrations and attends and supervises trade show activities in international locations.
- Supervises start-up and training of local sales and product teams in collaboration with Biocryptology's local consultancy firm. Monitors progress and provides ongoing training.
- Resolves conflicts and facilitates changes in structure of local sales teams to ensure objective fulfilment and swift response to sales problems and opportunities.
- Insures that all international sales personnel meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals and deal closings.

- Ensures effective control of international sales results, and takes corrective action to guarantee that achievement of sales objectives falls within designated budgets.
- Presents international sales activity reports to the CEO.

Knowledge / Skills / Experience

- At least 20 years of working experience, of which at least 10 years in a similar role – international sales management.
- Lived and worked (in a commercial position) abroad for at least 5 years during the past 10 years.
- Bachelor degree or higher.
- Experience in B2B sales and good knowledge of B2C sales with understanding of software, hardware and the IT industry.
- Fluent in English. Must have working proficiency in Spanish.
- Able to prospect new accounts. Must have proven track record in developing business.
- Able to foster customer relationships.
- Excellent communication and organizational skills.
- Analytical and strategical skills.
- Able to prioritize and handle multiple tasks to meet deadlines.

Personal characteristics

- Entrepreneurial, hands-on mentality.
- Profit, goal and result-oriented.
- Open-minded.
- Straight-forward.
- Loyal.
- Team-player, capable to work through and with people.
- Ambitious and a positive thinker.
- High personal flexibility.
- Stress resistant.
- Willing to travel up to 50 %.
- Persuasive.
- Outgoing.
- Self-motivated.
- Creative.