



Employment Opportunity – Director of Sales Immediate Opening. Posted 1/23/18

Overview:

Pelican Technologies has a Director position open for an individual who wants to make an important difference. For 12 years, Pelican has provided our customers with custom software systems to increase business process efficiency and help our customers become more profitable. We have authored several inventory control solutions for various industries and have commercialized those products.

The Sales Director directs the marketing and sales operations, as well as actively participates in the general management of the business. The position reports directly to the President of Pelican Technologies and has ongoing communications with the marketing and graphic design team.

Pelican is a small family oriented business that is expanding and we need help to do so. We are culturally diverse, collaborative and team and customer focused. The Director of Sales will fit into our existing team, helping to expand our marketing materials and utilizing those materials to attract new customers and new work from existing customers.

This position is an exceptional opportunity for an individual who likes a challenging and meaningful career. As a member of our team, energy, hard work and communication are valued and rewarded. We believe in the quality of life of our team and are committed to work/life balance.

Key Responsibilities include:

- Develop the marketing and public relations plan for the business
- Recruit and manage outside sales associates and independent resellers
- Identify target accounts and establish plans to develop them
- Make sales presentations to customers
- Execute Product Supply Agreement and Time and Material Development Agreements
- Portray a professional image through personal appearance and conversation
- Attend occasional industry trade shows
- Maintain monthly goals and success metrics relative to those goals



Employment Opportunity – Director of Sales (Cont.)

The successful candidate will have:

- Ability to write routine reports and correspondence
- Excellent interpersonal skills, especially verbal communication skills
- Ability to compose and deliver Power Point presentations
- Experience making sales presentations and demonstrations
- Ability to use Excel and review spreadsheets
- Understand and interpret non-verbal communication; as well as be an excellent communicator and highly motivated.
- An associate's degree in marketing, business or related field or equivalent work experience.
- A functional understanding of internet technologies, the "Cloud", RFID, Barcodes, inventory processes, process efficiency or similar subjects
- A proven track record in sales and account management and development
- Profit and loss analysis on proposed sales orders and an understanding of profit margins
- Desire to drive the growth of a local technology provider

Work environment and compensation:

Pelican Technologies is a collaborative environment – the opinions and inputs from our team matters and is respected. Our secure offices are located in the Historic Wright Dunbar Business District and we are supportive of our community and Dayton in general. The Director of Sales position compensation includes a base salary, residual commissions and bonuses. Pelican offers paid holidays, Paid Time Off, 401(k) with matching, profit sharing, travel and mileage reimbursements. As we grow because of the efforts of the Director of Sales, additional compensation will be provided.

To Apply:

Send a cover letter and current resume as a PDF document to Jobs@technopelican.com. We are planning on scheduling telephone interviews the week of February 5th, in person interviews are expected to be performed the following week.