



Sales Lead, Military, SAR and Law Enforcement Position Description

The Sales Lead provides consistent, reliable and accurate in-depth market and customer specification analysis support to the Team Wendy management team. Develops, establishes and maintains a sales pipelines across key target market segments and plays a key role in the new product commercialization process. Maximizes sales results for each channel by developing robust growth oriented business plans and consistently delivering results against objectives. Must be self-starting / self-motivated and possess exceptional analytical skills. Must have excellent oral and written communication skills to clearly communicate with current and potential customers. Must be capable of synthesizing customer information (requirements, needs, etc.) and translating such information into actionable plans for engineering, product development and marketing resources.

Minimum Qualifications

- Education
 - Business or related BS degree required, MBA or equivalent preferred
- Work Related Experience
 - Direct experience in the defense industry strongly preferred
 - 5+ years of experience building, developing and closing sales opportunities across multiple sales channels
 - Experience managing and developing a sales staff preferred
 - Proven track record building teams and growing revenue
 - Strong leadership skills. Demonstrated ability to work effectively with engineering, R&D, marketing, operations and across business units
 - Demonstrated advanced sales skills and proven track record of operating effectively without a defined roadmap

Knowledge, Skills & Abilities Required

- Strong computer skills using MS Office Suite and other Windows programs required. Salesforce.com experience strongly preferred.
- Excellent oral and written communication skills and ability to work in a team environment required.
- Must be capable of grasping technical engineering details to provide solutions for customers and communicate customer demands to Team Wendy management

- Must be an innovative self-starter capable of setting and meeting goals and deadlines and making critical business decisions.
- Must be eager to expand responsibility.
- Familiarity with the ISO 9001 Standard and the Business' quality system.
- Perform product support accurately and responsively.
- Technical and mathematical aptitude, in-depth technical and applications understanding of products assigned to work on.
- Initiative and ability to recognize, prioritize, and perform required activities with minimum supervision or assistance.
- Tactfulness and assertiveness; must be effective and clear decision-maker under pressure situations; able to deal effectively with the field (management, customers, sales representatives, product engineers, engineers).
- Able to recognize developing situations to react and diffuse complaints/potential problems.

Essential Duties and Responsibilities

- Provide consistent, reliable and accurate in-depth technical and product support answers to technical/systems/application/customer specification questions on military, law enforcement and commercial products when requested by internal customers
- Understanding competitors' products and strategies. Be capable of effectively communicating this information to management and other functional areas.
- Prepare or assist in the preparation of materials required for new or redesigned products.
- Organize and attend professional/promotional engagements, customer visits as requested in support of product sales, product training, and product promotion
- Assist in the training of new sales representatives and department members
- Handle all details of assigned projects from inception to completion within the mutually agreed-upon timetable.
- Developing and recommending concepts for new products and help drive innovation in product development
- Providing product/project specifications for product and R&D development programs
- Direct development of marketing support strategies (products & segments)
- Identifies, evaluates and recommends opportunities consistent with Team Wendy's strategic growth initiatives
- Must be willing to travel 30-50% of the time - domestic and international

Please submit resumes to twhr@teamwendy.com