

United States Jobs Expertini®

Head of Sales and Marketing

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Company: MiCROTEC - Innovating Wood

Location: Corvallis

Category: other-general

Overview:

Are you ready to revolutionize the wood products industry with cutting-edge innovation? At MiCROTEC, we're not just providing wood scanning solutions, we're shaping the future of the industry. Since 1980, we've lead the way in delivering advanced technology to optimize wood utilization while ensuring sustainability. And now, we're looking for a dynamic leader to join us as our Head of Sales & Marketing for North America.

At MiCROTEC, we foster a culture of trust, collaboration, and excellence. We believe in empowering our employees to reach their full potential and creating a workplace where ideas are valued and innovation thrives. As the Head of Sales & Marketing, you'll have the opportunity to lead a talented team, drive revenue growth, and shape the direction of sales strategy. With our dedication to customer success, innovation, and collaboration, your personal growth opportunities are considerable.

Committed to providing our customers with the most economically and sustainable wood utilization, we are powered by a passionate team driven by innovation for our industry. We use exciting technologies such as AI, CT (Computer Tomography), computer vision, hyperspectral scanning, deep learning, and stereoscopic imaging to innovate the time-honored industry of wood products.

If you're ready to be a part of something incredible and make a real impact, we want to hear

from you. The salary range is competitive, with opportunities for performance incentives, and the potential for international travel to Canada, New Zealand, Italy, and Australia awaits. Join us as a part of a team that's making a difference.

What You'll Do:

Build and develop a high-performing Sales and Marketing team based on business growth.

Lead all revenue forecasting by analyzing business tactics, performance analysis and pricing and sales strategies.

Conduct market research and competitor analysis to improve processes and elevate our products.

Oversee the execution and planning of growth, implement a sales strategy by forecasting sales performance, setting sales targets and determining the effectiveness of current sales initiatives.

Work cross-functionally with the leadership team to execute sales strategy and identify needs for profitability.

Develop a deep understanding of the global sales process to align the North American Sales department.

Drive customer acquisition strategy by ensuring an efficient purchasing experience for all clients.

Provide sound organizational structure and account management plans for the Sales team.

Align sales objectives with firm business strategy through active participation in planning, development, forecasting and sales resource budgeting.

Establish and maintain productive global leadership relationships with customers and internal teams.

Who You Are:

Minimum of five years in B2B long cycle sales.

Experience leading a sales team.

Experience in wood products / lumber industry highly desired.

Excellent interpersonal, listening, and verbal and written communication skills

Strong leadership, entrepreneurial and creative abilities

Ability to work in a global collaboration environment and be a catalyst for change

Bachelor's Degree, or equivalent combination of education, training, and experience.

MBA preferred.

Ability to travel internationally to Canada, New Zealand, Europe, and Australia

Where

At our downtown location in beautiful Corvallis, Oregon. In the heart of the Willamette Valley and surrounded by the beauty of the Pacific Northwest, Corvallis is home to Oregon State University, wine country and all things outdoors.

What You'll Earn:

\$140,000 - \$180,000 plus performance bonuses

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