

Vice President of Sales

About Superior Sensor Technology

Superior Sensor Technology is revolutionizing the high performance, cost driven pressure sensor market by developing integrative, high-performance cost-efficient solutions for industrial, air handling and medical applications. The company's technology is based on a proprietary architecture, called NimbleSense™, that significantly improves overall sensor performance while adding proprietary application specific system features. Superior Sensor Technology was founded in 2016 and is based in Los Gatos, CA.

Job Description

Reporting to the CEO, the Vice President of Sales is responsible for all aspects of the customer experience, including sales strategy, revenue generation and account management. The VP will also participate in defining and executing the corporate strategy and associated annual operating plan, and be a leader in supporting and enhancing the company's culture. The candidate must thrive in recruiting, managing and coaching the sales organization on a worldwide basis.

Duties and Responsibilities

- Develop deep customer relationships with strategic accounts through their engineering, procurement, marketing, and executive teams.
- Ensure sales team meets revenue growth and other target objectives to meet annual operating plan goals.
- Define the sales and channel organizations with related tools necessary to optimize for revenue growth and opportunity pipeline identification.
- Manage sales organization resources to maximize revenue growth.
- Put systems in place to track design efforts, enhance team efficiency, and improve customer communications through the company.
- Define and oversee sales staff compensation and incentive programs that motivate team to achieve target objectives.
- Provide detailed and accurate revenue forecasts.
- Communicate customer product requirements to support roadmap planning process.

Skills

- Successful experience growing sales from a startup to a \$100M+ company.
- People oriented, highly successful track record of building sales teams and effectively managing channels on a worldwide basis.
- Deeply understands all aspects of strategic selling to large and small customers as an individual sales contributor, a sales manager, and an executive.
- Experience selling pressure sensors into the industrial and medical markets is highly desirable.

Personal Attributes

- Leads by example adding energy and focus into the sales team.
- Significant startup cultural experience in one or more successful companies.
- Team oriented hands-on people manager knows how to motivate others for design win closure and long term revenue growth.
- Thrives on winning and closing deals, but more importantly really hates losing.
- Creates a highly driven, customer-oriented sales culture building mutual trust with a focus on long-term customer engagements.
- Willing to travel globally.

Education and Experience

- Minimum 15 years progressive sales and sales management experience
- Must have a BS/BA or equivalent four-year degree
- Technical background is strongly desirable

Please send your resume and cover letter to info@superiorsensors.com