

Sales Manager/Director of Sales

Position Summary

Owens Design Inc. (ODI) builds custom factory equipment for technology companies from start-ups to Fortune 50 giants. For over 35 years ODI has been developing leading edge manufacturing technology in the Silicon Valley, specializing in mission-critical manufacturing equipment requiring highly customized and complex development. We work with leaders and future leaders on cutting edge technologies that make a positive impact to the world.

The sales manager will promote ODI's development and manufacturing services to companies in the semiconductor, medical device, solar, energy storage and emerging technology markets. You will lead the sale from prospecting, to facilitating and conducting onsite presentations, qualifying potential projects, setting sales strategy, and closing the deal. You will serve as the prospects primary point of contact during the sales cycle, develop the relationship, and align the client needs with ODI's.

This is a high level position within the company that offers the right individual the opportunity to develop, grow and manage a key market segments for the company.

Success Factors

1. Prospecting and Lead Generation

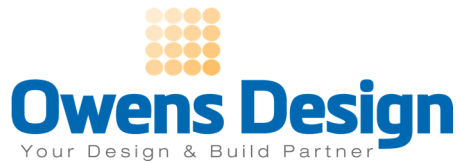
Generate 30 projects lead leading to 12 qualified projects and 4 prototypes

- Maintain consistent stay in touch with existing customers, contacts and referral sources through value added activities
- Expand project referral network through relationships with supplier partners that complement ODI's value proposition
- Drive introductory meetings to identify problems we can solve for the customer
- Qual 1 projects every month (maintain consistency)

2. Sales Conversion

Lead customer commercial and technical alignment and proposal development resulting in 30 % or higher conversion from qualified projects to prototype

- Lead effort to achieve business model, commercial, and project scope alignment early in sales process. If alignment cannot be reached, decline project quickly.
- Collaborate with PM to determine customer priorities and tradeoffs between features, schedule, risk, and price. Seek to minimize churn in the proposal cycle.
- Support cross functional proposal and conversion efforts
- Utilized ODI sales Process throughout the sales and tool delivery process



3. Account Management

- Develop and maintain consistent, clear and trusted communications with PMs to stay updated on key project and customer issue to optimize time for project support versus new project discovery and development.
- Partner with PM to establish clear action plan as needed when you see potential issues (schedule, price, misalignment) that can have substantial negative impact on customer relationships.
- Partner with PMs to strategize and negotiate RO projects along with account growth. This included defining key steps with dates and owner.

4. Marketing Support

Support outbound, inbound and event marketing (seminars, events, tradeshow)

- Develop 1 Technical Seminar and 1 Networking Event.
- Support ODI tradeshow
- Attend Trade Shows and conferences for network growth and lead generation
- Work with Strategic Marketing to support new initiatives
- Stay educated on new market attributes to enable knowledgeable communication

Please send your resume to ewolff@owensdesign.com

To learn more, visit us at www.owensdesign.com