

## **Sales Manager / Director of Sales**

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### Position Summary

Owens Design Inc. (ODI) builds custom factory equipment for global technology companies from start-ups to Fortune 50 giants. For over 35 years and through more than 2,000 tools designed and shipped 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 enabling automation technologies that make a positive impact to the world.

The Sales Manager (or Director of Sales) will promote ODI's development and manufacturing services to companies in the semiconductor, hard disk drive, medical device and bio-med, display, solar and emerging-technology (energy storage, 3-D printing, etc) 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 design and build capabilities.

This is a high-level and highly visible position within the company that offers the ability for tremendous, direct impact to ODI's growth strategy through the development, growth and management of key market segments for the company.

### Key Responsibilities

#### Prospecting and Lead Generation

- Generating qualified projects
- Maintaining consistent communication with existing customers, contacts and referral sources through value-added activities
- Expanding the project referral network through relationships with complimentary supplier partners
- Establishing and driving introductory meetings to solution-solve with customers

#### Sales Conversion

- Leading the customer commercial and technical alignment and proposal development
- Leading an effort to achieve efficient business model, commercial, and project scope alignment early into the sales process

- Collaborating with Program Management to determine customer priorities and tradeoffs between features, schedule, risk, and price – with a goal of minimizing churn throughout the proposal cycle
- Supporting cross-functional proposal and conversion efforts

#### Account Management

- Developing and maintaining consistent, clear and trusted communications with Program Managers to stay updated on key project and customer issues, with the goal of optimizing time for project support vs new project discovery / development
- Partnering with Program Managers to establish clear action plans when potential issues (schedule, price, misalignment) that can have substantial negative impact on customer relationships might arise
- Partnering with Program Managers to strategize and negotiate RO projects along with account growth, including defining key steps / dates

#### Marketing Support

- Supporting outbound, inbound and event marketing (seminars, events, tradeshows)
- Attend Trade Shows and conferences for network growth and lead generation
- Keeping educated on new markets and trends to enable knowledgeable communication
- Developing technical seminars and or networking events to further sales opportunities

Owens Design has a rich and colorful history of employee-led successes that has resulted in core workplace principles and an environment that is a leader among the automation industry.

We strongly believe in:

- making ODI a great place to work for our employees (work / life balance is essential)
- helping our customers and becoming their trusted advisors and partners
- collaboration across all functions of the company
- offering a great benefits package: 401K matching, HSA-based Health Insurance, Quarterly Profit Sharing

To learn more, visit us at [www.owensdesign.com](http://www.owensdesign.com)

Please send your resume to [jobs@owensdesign.com](mailto:jobs@owensdesign.com)