

## **Director of Sales – Hayward, California**

Date: Jun 13, 2020

Location: Hayward, CA, US

Company: HSQ/RailWorks

Job ID: 871

Location: United States & Country of Cyprus

Primary Focus: (HI, CA, OR, AZ, MM, NV, TX, WA, CO, OH, PA, VA, FL, TN, ID, IL, NY, WA DC, MO, VT)

Seeking a highly proactive Sales Director to promote and sell our services within United States and parts of Europe. Large opportunity to expand long term client base and large untapped new client base. Excellent benefits, company vehicle, laptop, phone, base salary and annual bonus paid on performance. The Sales Director will realize a professional regional sales & management opportunity with responsibilities for sale and promotion of services in key Market area in the Water / Wastewater-centric markets (Network, Radio Telemetry, PLC Control, SCADA, Power Monitoring, Pump, and Process Controls). Additional market shall include Power Plants, oil and gas refinement, manufacturing, industrial development, and chemical processing industries. Including Short Line and Regional Rail Line service infrastructure for Communication integration (Network, CCTV, Access Control, Signage displays, Signals, Radio Telemetry, PLC Control, and SCADA). This opportunity results from the strategic growth and value creation of RailWorks. Widely recognized as an industry leader, we are looking to grow our customer base while further penetrating key markets and extending our brand of services. The Sales Director has ultimate responsibility for customer relationship management as well as all sales and prospecting related activities - from hands on job walk-downs to presentation preparation and delivery – from purchasing to senior level management personnel.

**Job Duties:**

- Estimated 50% travel.
- Professional attitude, appearance, and conduct.
- Partner with client key personnel and internal customers (sales & marketing coordinators, service management staff and others) as required to exceed client expectations.
- Communicate industry information related to services growth opportunities, while working closely with senior leadership to establish and achieve regional and corporate goals.
- Participate on strategic teams as tasked to support continuous improvement initiatives (... to drive revenue through development of new markets, new/improved services & better processes).
- Job Walks – emphasizing safety first and throughout, effective understanding of scope is crucial to successful promotion of our services.
- Opportunity pipeline management including tracking, logging and sharing sales and service related data (i.e., project schedules, contact information, contact notes, tasks, etc.).
- Development of project bid scope letters and Sales estimation.
- Development of project pre-qualification, HSQ marketing literature and technical capabilities data.
- Maintain organizational communication across departments/divisions as required to exceed client expectations.
- Proper completion of company reports.
- Further support continuous improvement through leading peers by example.
- Maintain company vehicle or personal vehicle in presentable condition.

**Experience and Requirements:**

- Bachelor degree and 5-7+ years related in Computer Science, Electrical engineering, and territory management experience in industrial process controls or rail centric related sales.
- Mechanical aptitude is required – industry specific mechanical experience is ideal. Knowledge of Process Control System Integration, Radio Telemetry, Cellular, fiber distribution, Transit Communication integration, construction or service beneficial.
- Competence in reading and interpreting industry related reports, documents, and technical drawings and specifications.
- Ability to review, determines, and provides equipment application solutions.
- Proficiency in Microsoft Office applications including Outlook, Word, Excel and PowerPoint. • Proficiency in CRM applications/ databases.
- Ability to lift 60lbs.
- Pre-employment physical.
- Pre-employment and random substance abuse screening.

- Pre-employment criminal background check.
- Clear drivers/motor vehicle record, government, port or security related sites.
- Must be able to meet access requirements for government, port or security related sites.
- This position could be located in anywhere in Western Canada and will work remotely from home.

**Compensation:**

- Base Salary
- Excellent benefits; medical, dental, vision
- RRSP
- Company vehicle or Vehicle Allowance
- Sales resources; laptop, CRM, phone, Corporate office support
- Annual bonus plan based on performance
- Vacation & holiday plan
- Established construction firm with vast North American footprint
- Industry & service knowledge training

This job description is not intended to represent a complete, comprehensive list of all duties and responsibilities that may be required in this position. There may be unplanned activities and other duties as assigned.

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