

Job ID: HLIPA032511A
Job Title: General Sales Manager
Degree Requirements: Bachelor's Degree
Years of Experience: 10+
Type of Position: Direct Hire
Location: Chicago, IL Area
Salary Range: \$125K + Bonuses & Incentives
Travel Required: 30% Some International

Due to an internal promotion, our Chicago, IL area based client has an IMMEDIATE NEED for a General Sales & Marketing Manager who has a Bachelor's Degree as well as an ever increasing record of Sales, Sales, Customer Service, Field and Application Engineers, as well as Field Management experience for capital equipment. This position does not have responsibility for manufacturing or administrative. Relocation assistance is budgeted for this position.

The **MUST HAVE ITEMS** to be considered for this position are:

- Bachelor's degree in a technical area
- 10+ Years Sales, Sales Management, & Marketing experience for capital equipment
- Management of 10 or more internal Sales & Marketing professionals
- Management of distribution and manufacturer's rep organizations
- Management experience of Field & Application Engineers, Field Service, & Customer Service professionals
- Knowledge of capital equipment sold to the high tech industry
- Demonstrated strong strategic record for growth in addition to a record of tactical growth

PLUSSES in this position are:

- Bachelor's degree in an Engineering Discipline
- Masters of Business Administration (MBA)
- Expertise in technical issues (mechanical & electrical)
- International Sales, Marketing, & Supervisory experience

The **RESPONSIBILITIES** of this position include but are not limited to:

- Driving Sales
- Supervision of Field Sales team through distribution & Direct channels
- Supervision of internal Customer Service, Field Service, Application Engineers, Sales & Marketing teams
- Trade Show participation
- Development of collateral sales & marketing materials

If you meet these requirements and wish to be considered for this position, send your résumé to us using Word 97 -2003 at Resumes@PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email.

In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position.

KEY WORDS: sales, marketing, capital equipment, international travel, field sales, field service, application engineer, engineer, mechanical, electrical