



Engineered to order. Built to last.

## Vice President – Global Sales

Since 1905, G&W Electric has helped power the world with innovative power systems solutions and products. With the introduction of the first disconnectable cable terminating device in the early 1900s, G&W began to build a reputation for engineering creative solutions to meet the needs of systems designers. Solutions which today have extended far beyond cable accessory products and into the latest in solid dielectric and SF6 insulated switchgear, solid dielectric insulated reclosers, system protection equipment, distribution automation solutions, and distribution and transmission cable accessories. Located in Bolingbrook, Illinois, USA, the plant covers over 371,000 square feet and represents a showplace of modern engineering, manufacturing and marketing technology.

Why join us? G&W enjoys a long reputation for product quality, innovation and world-class customer service to the power industry. We have established this reputation by believing that our greatest asset is our employees. We owe our success to the initiative and talents of highly skilled individuals within our team-based organization. Our goal is to set the standard for customer satisfaction by ensuring a superior level of service, performance and innovation. As a global organization and industry leader, we are committed to cultivating an engaging work environment that embraces our core values and develops our talent. Our continuous focus on growth and innovation means that you become part of a company that provides challenging opportunities, rewards excellence and combines your individual expertise to achieve a higher level of shared success.

### **SUMMARY OF RESPONSIBILITIES:**

Reporting to the President and key member of the Executive Team, the Vice President of Global Sales is responsible for leading the company's global sales and growth strategies and driving processes through the organization to sustain a superior level of customer satisfaction.

### **ESSENTIAL DAY TO DAY FUNCTIONS:**

- Develop sales strategies to support the organization's growth strategy and objectives.
- Provide leadership to direct sales team and rep network to ensure the achievement of sales revenue targets and profitability.
- Forecast sales opportunities and growth to support the company's production and financial planning.
- Manage customer expectations to ensure high level of customer satisfaction.
- Recommend and establish sales strategies for improvement based on market research and competitor analysis.
- Collaborate with strategic partners and clients to research market needs and identify possible new product solutions.
- Partner with Product developing in creating a world class go-to-market strategy and flawless execution.
- Develop partnerships and ventures with companies in specific geographies that open new channels and markets.
- Lead and reinforce the company culture and values within the Sales organization.
- Define optimal sales force structure, evaluate the performance of subordinates against their job requirements and performance goals, and provide effective coaching to continuously improve results.
- Define and implement process, infrastructure and systems to support the success of the sales function.
- Define and coordinate sales/rep training programs that enable staff to achieve their potential and support company sales objectives.

**QUALIFICATIONS / EDUCATION**

- Minimum of 10 year in experience developing and executing sales strategies, developing business and opening up new global markets.
- Bachelors degree required
- Experience in power industry required
- Excellent communication, organizational and time-mgmt skills.
- Ability to build a world-class sales organization and manage results through a rep network.
- Ability to operate at both a strategic and operational levels.
- Ability to travel overnight up to 70%.

G&W offers a competitive salary commensurate with the candidate's level of experience, as well as an excellent benefits program including medical, dental, short term/long term disability, life insurance, and a 401(K) retirement plan.

To apply please send your resume to [careers@gwelec.com](mailto:careers@gwelec.com)

EEO M/F/Vet/Disability