

VAIREX Sales and Marketing Manager Positions

VAIREX corporation, an emerging, Boulder, Colorado, USA technology and product related company specializing in the Hydrogen Fuel Cell and Diesel Emissions markets, seeks experienced, full time, sales and marketing managers.

Specific Positions:

- Americas Sales & Marketing Manager (North and South America)
- Europe Sales & Marketing Manager (Europe, CIS, Middle East, and India)

Sales and marketing duties and responsibilities include:

- Finding and delivering a growing, profitable, sustainable customer base
- Being the primary point of contact between the customers and VAIREX
- Managing customer projects (entire life cycle, stage gate processes)
- Writing, negotiating, winning, and managing customer contracts
- Managing the various markets as defined by geography, technology, product, and customer
- Identifying, recommending, planning new markets or products
- Working closely with all teams to understand and define market and customer needs, requirements, etc.
- Operating effectively and proactively within the company's procedures and policies

Desired attributes are:

Three or more years of sales and or marketing experience:

- In manufacturing or product related markets
- In renewable energy, hydrogen fuel cell, diesel engine, or similar markets
- In light- or heavy-duty automotive, power generation, or other industrial equipment markets
- Using a collaborative and consultative selling and marketing approach
- Demonstrating good relationship skills and cultural awareness
- Demonstrating good use of industry tools such as QFD, System Profiles, FMEA, APQP, etc.
- Having an updated and calibrated sense for costs, prices, processes, and industry standards
- Having a healthy balance of tactical and strategic vision with proven tactical performance and attention to detail

Additionally, a proven willingness and ability to:

- Be independent and self motivated with a strong bias for action
- Plan and execute projects
- Set and achieve growth, profitability, and other objectives
- Use, create, update, and manage various Microsoft Office files (Word, Excel, PP, Project)
- Deliver what it takes to help the teams achieve their many objectives
- Survive and flourish in a small but growing early stage company

Requirements:

- An accredited undergraduate degree (MBA is an advantage)
- Technical and conversational fluency in English
- European Sales & Marketing Manager requires technical fluency in a second related language
- Ability and willingness to travel roughly 30% to 50% of time
- Currently residing in target market

Other:

- Full time, indirect, salaried position

- Reports to Director of Global Sales and Marketing
- Compensation based on experience
- No relocation
- Principals only
- Please respond with a resume and simple cover letter to: info@VAIREX.com