

**Riverhawk Company** is a custom engineering design company. While we build a large number of custom hardware and tooling for power generation systems and other applications for companies such as GE, Siemens, and Johnson Controls, we are also looking to expand into different markets and drastically increase our presence. As a leader in engineering-driven manufacturing solutions, Riverhawk is looking to add an experienced, dynamic Sales Director to their team. This full time position is based out of our New Hartford, NY office.

**What You'll Do:**

- Manage the entire sales processes, product performance analysis, sales metrics, and be a key stakeholder in the pricing and S&OP Processes (demand planning/new products, etc.)
- Coordinate, implement, and manage sales forecasting, planning, and budgeting process based on input from internal and external sales representatives
- Collaborate with engineering, operations, quality, and other support functions to ensure the successful launch and performance of products, services, and other solutions
- Develop and nurture relationships with key accounts through regular travel; oversee travel of the sales team
- Oversight for Sales & Marketing functions and integration of engineering support functions as needed
- Develop and direct the internal and external sales team to execute the overall Sales & Marketing plan, including resource allocation

**What We Need:**

The ideal candidate will have demonstrated experience in the following:

- Converting a customer service culture into a sales organization
- Alignment of company management goals with sales goals
- Ability to recruit and build up an outside sales organization
- Development of pricing strategies and negotiation of long term agreements

In addition, the following is required:

- Bachelor's Degree or higher in Business, Engineering or a technical field
- Strategic thinking skills with proven experience in managing business process improvement
- Willingness to travel up to 50%, domestic and foreign
- Prior work experience in power generation or petrochemical a plus.

**What you get:**

Riverhawk Company offers a competitive pay and benefit package for their employees.

- Three weeks paid vacation
- Paid personal and sick leave
- Ten paid holidays
- Medical insurance (88% covered by the company)
- Immediate 100% vesting in Company 401(k) Plan with 3% Company Contribution
- Company paid short term disability insurance
- Tuition assistance
- Company paid life insurance
- Bonus program

*Riverhawk Company is an equal opportunity employer and considers qualified applicants for employment without regard to race, religion, national origin, gender, sexual orientation, age, disability, veteran status, or any other protected factors.*