



Human Resource Profile

Sales Director

18 February 2012 Si-HR-2012-001

Task Description

Si ATM is a technology company in Stockholm, Sweden, providing Air Traffic Management software solutions to Aeronautical Navigation Service Providers throughout the world.

In Stockholm, Si ATM is looking for a dynamic, technically aware individual who is an effective leader and sales director, self motivated and flexible. The **Sales Director** (Bid Manager, Sales Manager) will manage acquisition and tender processes from the lead to the final delivery to the customer. He will work directly under the Managing Director of the board of Directors and coordinates with all acquisition team members, i.e. engineers and marketing manager. After the contract award he will lead the negotiations of the contract and finances in order to protect the interests of the company.

The candidate must have strong affiliation with ATM technology, have experience in Air Traffic Management sales and procurement processes, have leadership skills, and willing to travel frequently. The candidate must also have the ambition to play a crucial role in the future strategy and growth of the company.

The suitable candidate will be working in and from a pleasant working environment in Sundbyberg near Stockholm, in a team of highly educated engineers, selling the most advanced ATM software available on the markets.

Responsibilities

- Lead procurement and acquisition processes
- Achieving targets for revenue, profitability and sales growth
- Report directly to Managing Director
- Work in close coordination with marketing managers who maintain relations with local agents and customers
- Developing strategy, tactics, sales plans and profit targets.
- Delivering sales by developing relationships with partners.
- Identifying and reporting on business opportunities in target markets
- Acting as an ambassador and role model for your business
- Taking responsibility for profit and loss
- Increasing market share in existing markets and maximize new business development opportunities.
- Provide direction to your sales department and supporting staff.

Qualifications

- College Degree/University degree
- ATM sales experience
- ATM engineering experience
- Speak fluent English and preferably a second Language
- Excellent sales and negotiation skills
- Good business sense
- The ability to inspire, motivate and lead a team



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- Initiative, drive and enthusiasm
- Excellent communication and 'people skills'
- Good planning and organizational skills
- The ability to work calmly under pressure
- Good IT, budget and report writing skills
- A full driving license
- Proven track record of strong sales management and leadership ability
- Creative skills, as well as interpersonal skills, and excellent oral and written communication skills.