



G&D North America Inc.

Miami Lakes, FL Morristown, NJ

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US Career Opportunity Contact:

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CAREER OPPORTUNITY

JOB DESCRIPTION

September 1, 2017 3 pages

Director of Sales – West Coast (Los Angeles)

Market Leading Professional KVM Solutions

TV Broadcast – Production/Post – CGI – OB Vans

Control Rooms – NOCs – Command Centers

G&D North America Inc. (GDNA) has an immediate opening for a seasoned sales professional in the position of Director of Sales - West Coast based in the Los Angeles area, initially working from a home office. GDNA is a wholly owned subsidiary of Guntermann & Drunck GmbH of Siegen, Germany, a world-wide leader in professional, mission critical KVM systems. Interested candidates/applicants must currently reside in the Los Angeles area. Employment starting date is as soon as possible.

Sales Responsibilities:

The Director of Sales shall be responsible for all field sales of G&D products and solutions to end-users, integrators and resellers the Western Territory. The sales efforts include all types of sales activities, as required to meet/exceed sales budgets, supported by product demonstrations and presentations. The position reports to the acting Chief Sales/Marketing Officer.

Desired Skills and Qualifications:

- At least five (5) years of recent successful full time field sales experience, addressing the professional television industry (TV Broadcast, Post Production, CATV, Video Transport/Streaming etc.) selling equipment, systems and solutions. Recent field sales experience selling KVM products and solutions is a definite plus.
- The immediate past three (3) years of employment must be while residing in the Los Angeles area, during that time being engaged full time selling professional TV equipment, systems and solutions.



- Must be a self-starter able to plan, organize and carry out successful field sales activities, efficiently and professionally, with a keen focus on company sales and business goals.
- Demonstrate technical sales expertise in areas of professional video/audio including the ability to understand and to discuss KVM applications within television and video monitoring design with sales prospects and customers, issue in-depth proposals and quotations, and document customer requirements accurately back to G&D Germany.
- Excellent communications and presentation skills required (written and verbal)
- Highly organized with attention to detail, and be fully PC/MS Office literate.
- Understand the importance of compiling weekly and monthly field sales activity reports, sales forecasts and key customer visit reports, for submission to G&D management.
- Experience in attending pro-video/pro-AV/pro-TV trade shows and TV industry events, including booth duty responsibilities. NAB and InfoComm exposure a plus.
- Able and willing to quickly learn G&D's wide product range and the underlying technologies, so as to be capable of making convincing product sales demonstrations and presentations without on-site technical support. Formal electronics education a plus.

Additional Job Requirements:

- Able to frequently travel alone, being away from home and stay overnight alone in hotels and motels, by all modes of travel (including planes, trains and automobiles), without mental or physical limitations. Substantial travel is required, largely in the Western Territory.
- Able to lift and handle equipment and packages alone, weighing up to 40 lbs.
- Must own (or lease) a reliable and presentable passenger car and be willing to use such personal car in local and regional business travel on behalf of G&D (G&D will provide a monthly car allowance, mileage compensation and insurance subsidy for such business use), and possess and maintain a valid California state driver's license and to qualify for auto insurance, and have sufficient auto insurance coverage.
- Must dress and appear in a professional business-like manner at all times while representing G&D in front of clients, customers, prospects and industry representatives.
- Must be a U.S. citizen or a legal U.S. resident as a current "Green Card holder" with unlimited work permission. (G&D will NOT apply for U.S. work permit for any applicant)



Compensation & Benefits

- Very competitive compensation package
- Base salary & sales commission
- Medical insurance & 401k
- Car allowance, auto insurance subsidy and business mileage compensation
- Home office allowance

G&D North America Inc. is an Equal Opportunity Employer

All qualified candidates/applicants meeting the additional job requirements will be considered for the position without regard to race, religion, national origin, sex, sexual orientation and/or gender identity.

How to Apply for this Great Career Opportunity:

Please submit a complete Resume and state your compensation requirement as a lump annual amount/range covering both salary and sales commission. Cover letter not required. Email your Resume in MS Word or in PDF to Tore Nordahl at tore@nordahl.tv our professional hiring consultant for this position. He will promptly confirm receipt and telephone you for an initial discussion. All Resumes received will be treated in strict confidence within G&D/GDNA. Relocation subsidy is NOT available. Each applicant must be a current resident of the Los Angeles area.

NOTE: Regrettably, we do NOT accept Resumes or responses from Recruiters and Search Consultants. We only accept Resumes from principal job seekers.

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G&D IF IT'S KVM Guntermann & Drunck GmbH

G&D is a world leader in the design and manufacture of KVM extenders, switches and matrix switches. Our many successful installations around the world over the years have enabled us to achieve a cost-effective KVM product offering with performance, quality and reliability second to none. The ways in which our broad product portfolio can be combined into large and sophisticated projects never ceases to amaze our customers. Already impressive in their basic version, our product variants are even more versatile when combined together. Strong employee retention, a powerful partner network and a high degree of customer loyalty are only few of the strengths that make Guntermann & Drunck a most reliable partner for KVM solutions. G&D is looking forward to expanding the fast growing North American sales and support operations with the new Los Angeles branch office.

Please visit our parent company Website www.gdsys.de