



Aircraft component OEMs, MRO facilities and operators depend on Testek Solutions for highly reliable aerospace test equipment to certify hydraulics, power generation, avionics, fuel, lube, actuator, and pneumatic components. With a 50-year track record of success, Testek uniquely holds long-term OEM partnerships, provides the industry's leading equipment warranty, and support from a dedicated worldwide team.

We are actively seeking a **Director of Sales** and the sky is the limit with Testek Solutions! Work with a dynamic sales team to drive our growth by developing, implementing, and maintaining effective sales and marketing programs to provide maximum exposure to meet established objectives and goals of the organization.

Job Responsibilities:

- Manage assigned sales team to achieve booking and target goals
- Maintain sales data to include forecasting, bookings and win/loss data
- Initiate and execute sales campaigns
- Provide technical and sales team guidance
- Evaluate market and competitor landscape
- Participate in strategic sales calls, trade shows, and sales events
- Follow targeted sales action plan and assist in adaptation of plan based on market developments
- Interact with various departments to ensure the sales team objectives are realized and met

Requirements:

- Minimum of a BS or BA degree and 8 years of related technical sales experience to include customer facing, or equivalent military experience
- Advanced technical aptitude within mechanical, electrical or computer engineering
- Self-directed with the ability to exercise strategic and independent judgment managing priorities
- Experience with or aptitude for analyzing business processes and developing and implementing solutions
- Ability to respond quickly and effectively to market trends
- Exceptional organizational/project management skills
- Outstanding ability to collaborate with colleagues across departments
- Strong computer skills in Salesforce, MS Word, Excel, PowerPoint, and Outlook required
- Strong communication skills both written and verbal
- Willing and able to travel domestically and internationally up to 50% (only as safety and restrictions permit)

Testek Solutions requires all new hires submit and pass a pre-employment drug screen, credit check (when applicable), and background check prior to beginning employment.

Testek Solutions is an affirmative action and equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, disability,

age, sexual orientation, gender identity, national origin, veteran status, height, weight, genetic information, or any other classification protected by federal, state, or local law. Testek Solutions is committed to providing access, equal opportunity and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. To request reasonable accommodation, contact the Testek HR Department at 248-573-4980 or email hrdept@testek.com