



CORPORATE STRATEGIES SEARCH

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## **POSITION PROFILE**

**Organization:** Zetec

**Position Title:** Regional Sales Director

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**Location:** Canada

**Reports To:** Vice President, Steam Generator Business Segment/ Vice President, Power Generation Business Segment

**Direct Reports:** None

**Organization Description:** Zetec is a global company with 300 employees in the U.S., France, South Korea, Quebec, and most recently, Japan. The company designs and manufactures non-destructive testing equipment that is used by power plants around the globe to help insure their facilities are safe, productive and cost efficient. It is a fascinating application of technology and our company

has been the industry leader for 40 years.

Zetec, Inc. is part of \$2B publicly traded, Roper Industries (NYSE: ROP). The company is headquartered in the Cascade foothills on Snoqualmie Ridge just 8 miles East of Issaquah.

**Position Purpose & Responsibilities:**

The selected individual will act as the primary commercial and relationship contact for current and potential key accounts for assigned market segment/industry. S/he will provide active account direction and hands on support to actively pursue and close business opportunities within assigned accounts. Will coordinate with other functional departments as required to achieve an integrated team approach to sales and delivery of products and services. The Regional Sales Director is responsible for directing and coordinating the team effort to achieve sales goals and assure customer satisfaction.

Other duties and responsibilities will include:

- Develop and manage key account sales funnel to meet or exceed segment management's goals and objectives.
- Actively develops relationships at all required levels of assigned accounts.
- "Cross-pollinate" opportunities in key accounts across regions and when applicable on a multi-national basis in order to maximize revenue growth;
- Primary contact for segment and account specific issues; actively partners with Zetec resources to help drive and facilitate solutions, i.e. sourcing responses to technical questions or resolution of billing issues.
- Ensures sales opportunities within assigned accounts are actively cultivated to maximize opportunity and value; develops an understanding of key account strategies and communicates potential needs/opportunities to Zetec management.
- Master the basic capabilities of Zetec solutions for market segment.
- Manages and establishes market segment's selling actions (i.e. seminars, symposia, etc.) and supports exhibitions, shows, associations and other related events as required.
- Effectively leverages available sales resources including executive management, engineering, operations customer service and the like to deliver superior results.
- Maintain contact with and visit key personnel at key accounts on a regular basis, monthly at a minimum;
- Develops and maintains account profiles and organizational "maps" of accounts, including across regions where appropriate;

**ADDITIONAL RESPONSIBILITIES & DUTIES:**

- Consistently and accurately maintains information in the corporate CRM system in support of financial forecasting, sales strategy and tactics, and account contacts and resulting actions.
- Travels globally as needed in support of business opportunities.
- Follow all company safety policies and procedures.
- Respond to change productively and handle other duties as required.

**Search Criteria:**

**MUSTS:**

- 1) Eight or more year's successful industrial applications and associated sales experience in a highly complex, business-to-business environments;
- 2) Two or more years experience with electronic instrumentation technology; experience with NDE is preferred.
- 3) Demonstrated ability to deliver sales results in an environment that includes the sale of CAPEX equipment and engineered services.
- 4) A Bachelor's degree or equivalent experience.
- 5) Excellent written, verbal, interpersonal and presentation communications skills.
- 6) Exceptional project management, analytical and organizational skills.
- 7) Adept user of computer productivity tools including but not limited to Microsoft Office suite (Word, Excel, PowerPoint) as well as Customer Relationship Management products.
- 8) Demonstrated creative and effective problem solving skills.
- 9) Demonstrated ability to effectively implement change.
- 10) Demonstrated leadership and time management skills.
- 11) The ability to explain complex technologies and product features.
- 12) Ability to successfully pass a pre-employment background investigation as well as meet the qualification requirements for access to nuclear power generation facilities as determined by local, state and/or national governments.

**PREFERRED:**

1. Proficiency in the French language is a plus.
2. Previous experience with technical sales.

**Initial Expectations:**

The selected individual will focus initial efforts developing familiarity with our Company, its employees as well as customers. It is expected a significant

amount of time will be spent in front of key customers, in partnership with a member of our Leadership Team, so relationships can take root immediately. Depending on date of hire, the individual may have initial short term goals established, with annual revenue objectives defined at the start of the year.

**Unique Aspects:**

The amount of travel will be dependent on business needs as well as assigned accounts.

**Behavioral Traits & Skills:**

The individual who will be most successful in this role will be have a roll-up your sleeves, get it done attitude, be adaptable, love to learn and operate with a high degree of integrity.

**Compensation:**

A competitive base salary, comprehensive benefits and incentive bonus