



**Position: Vice President, Sales**

**2/7/12**

**Location: Headquarters Office, Norcross, GA (Preferred)**

### **Organization Description:**

[Stratix](#) is a leader in enterprise mobility software and services, architecting the entire mobility infrastructure for companies needing to move and access mission-critical data to anyone, anywhere, anytime. From developing highly configurable rules-based Stratix Mobile applications to delivering and managing every mobile asset within an enterprise's mobile supply chain, Stratix delivers end-to-end mobility solutions that drive operational efficiency and improved customer service. Many of the world's Fortune 500 companies in Retail, Transportation & Logistics, and Field Service have chosen Stratix for application consulting, design and deployment of an integrated mobility ecosystem. Follow Stratix on Twitter at [Stratixmobile](#) or visit the Stratix Enterprise Mobility [Blog](#) at <http://mobilityblog.stratixcorp.com>.

### **Position Summary:**

The Vice President, Sales reports to the CEO and is a member of Stratix senior executive team. This person will be responsible for providing executive leadership and management of the company's sales organization for all software, professional services and hardware products; leadership and direction of all Business Development, Account Management and Sales Engineering teams; and leadership of customer/partner/channel liaison relationships. The Vice President, Sales will drive Stratix's sales planning, forecasting, programs and processes, and sales team performance to ensure achievement of Stratix revenue and profit goals. The incumbent will also be expected to provide visionary leadership and successful global expansion into new geography and industries in the rapidly changing enterprise mobility marketplace.

### **Key Accountabilities:**

- Strategic planning to include market segment and geographic positioning, new market penetration plans, and related product and services positioning through direct sales and sales engineering teams.
- Identify market opportunities and staff additional sales and sales engineering professionals to drive segment and geographic sales initiatives.
- Work with the CEO and the other executive team members to identify and develop strategic alliances, dedicate appropriate sales professionals to lead tactical efforts, communicate with sales team and sales support teams to ensure internal messaging and alignment, and assist in growing major customer and partner accounts.
- Work with the CEO and other executive team members to identify potential strategic acquisitions focused on accelerating Stratix growth and market presence.
- Partner with the VP Marketing to define and direct demand creation, lead generation, lead tracking and lead follow-up management, and to manage channel and partner strategies and programs.
- Oversee product management communication, sales and sales engineering personnel assessment and skill development, and sales training.
- Oversee and direct sales communications, branding, event representation, lead follow-up and sales demonstrations.
- Manage the appropriate sales organization structure for the company's maturity/size and future goals, and the selection of personnel to ensure sales revenue and gross profit goal attainment.

- Develop and manage the sales and sales engineering budget.
- Track and direct sales team actions to ensure accurate pipeline forecasting, sales activity metrics and sales revenue and gross profit success for individuals and the collective sales team.
- Act as a company spokesperson with customers and at broader industry events.

**Required Qualifications:**

- 15 years Sales leadership experience in comparable mobility focused software, professional services and hardware industries with 10+ years in senior management positions.
- Ability to plan and manage at both strategic and operational levels.
- Exceptional track record of developing and implementing sales strategies that consistently met or exceeded planned objectives, demonstrating personal leadership through example.
- Ability to work collaboratively with colleagues and staff to create a results-driven, team oriented environment.
- Demonstrated ability to lead and succeed in the use of multi-channel sales model.
- Strong strategic planning and analysis skills in sales and competitive business environment.
- Extremely effective sales, presentation and general public speaking skills and presence.
- Experience with evaluation and integration of acquired businesses is desired.
- Capacity to assume more significant executive responsibilities over time.
- M.B.A. desired.

**To apply, submit cover letter and resume to [Mike.Johnson@stratixcorp.com](mailto:Mike.Johnson@stratixcorp.com)**

**An Equal Opportunity Employer**



**Stratix Corporation**  
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