

Director of Sales

Overview

Optessa is seeking a seasoned sales professional with a strategic mindset to join our team as the Director of Sales. As the Director of Sales, you will have hands-on involvement in all aspects of sales including sales development, sales administration, global expansion into new markets, prospecting, responding to proposals, and product adoption. The successful candidate will be highly motivated to drive revenue and business growth, with the opportunity to build and lead a sales team as our business grows.

The Director of Sales will be based in the Hazlet, New Jersey office.

About Us

Optessa is a leader in intelligent planning, sequencing, and scheduling optimization software with many successful implementations among top tier global manufacturers. Optessa products have wide applicability in industries as diverse as auto OEMs, suppliers, power equipment, electronics, semiconductor, mills, batch process industries such as food and beverage and paints and in the shipping and logistics area. Optessa has been on a strong growth trajectory for the last 5 years and has strong partnerships with major global consulting partners.

The company has offices in Edmonton, Alberta, Canada, Hazlet, New Jersey, USA and Goa, India. Optessa's leadership team combines deep expertise in software, mathematics, manufacturing, and optimization technologies with unmatched customer commitment. Optessa's team supports global deployment at more than 100 distinct manufacturing facilities and production areas.

Optessa offers competitive compensation packages along with a culture that values growth and retention of our employees while maintaining a good work and life balance.

RESPONSIBILITIES

- Generate a viable pipeline from various sources by identifying, prospecting, developing, and qualifying leads who need a specific class of problems solved
- Perform outreach using a variety of tools to target selected personas and set up appointments
- Conduct sales presentations, demos of the product, host customer meetings through conference calls or onsite visits
- Develop solution proposals encompassing all aspects of the application
- Maintain an accurate forecast of revenue
- Maintain knowledge of the latest trends in production Planning & Scheduling
- Consistent and effective use Optessa's Sales CRM to track and record activity

QUALIFICATIONS

- Bachelor's degree; preferably in Business
- A minimum of 5 years of B2B technology vendor sales experience, preferably in the Software-as-a-Service / Manufacturing Planning & Scheduling space
- Proven track record in research-based target identification and performing outreach
- Prior experience with CRM and sales management tracking databases
- Exceptional verbal and written communication skills
- Exceptional cross-functional collaborator and communicator
- Excellent presentation skills and an ability to engage audiences
- Knowledge of manufacturing terminology, preferably in the manufacturing planning and scheduling space
- Affinity with technology and ability to understand the product at detailed level
- Capability to plan and align work with quota goals and broader organizational goals
- Ability to work independently as well as with a team
- Value selling experience preferred
- Demonstrates resilience and the aptitude to drive results
- Strong customer focus with the ability to quickly instill trust
- Willingness to travel when required

EEO Statement

Optessa is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sexual orientation, gender identity, national origin, protected veteran status or disability status and will not be discriminated against on the basis of disability.