



For more information and to apply for this position, email us on

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**Intelligent Memory Limited**

[www.intelligentmemory.com](http://www.intelligentmemory.com)

## Sales Director Americas

Starting time: immediate

Work Location: US East or West Coast

### Main tasks include

- Develop and grow network of Representatives, Distributors and direct accounts in line with IM's strategy in the Americas
- Enable distribution partners, by jointly attending trade shows, visiting end customers and/or conducting online or on-site trainings to various audiences (sales, PM, technical teams)
- Main focal point contact for all end customers for all business related matters including design-ins, pre-sales and post-sales supports
- Coordinate any logistics between end customers, external partners, and internal technical and non-technical teams.
- Order entry, delivery and payment tracking
- Project registrations and maintenance of CRM system
- Price quotes and updates to customers
- Forecast data input and analysis
- Lead time & availability updates to customers
- PCN / EOL notifications and tracking
- Regular, proactive communication with customers as well as with IM's product marketing, supply chain and technical teams
- Market sensing and internal reporting
- Business planning, demand planning & forecasting
- External representation of IM on tradeshow
- Creation of presentation material for internal and external purpose
- Monitoring and analysis of sales and design-in status
- Support of marketing activity
- Required travel: around 30%

### Your profile

- Bachelor degree in business and 8 years of direct sales or equivalent experience
- Ability to work with international team across geographically dispersed area
- Language skills: Excellent communication, verbal, and written fluency in English. Additional language expertise are a plus.
- Ability to interact with customers on different levels: Product Management, FAE, Sales, Procurement, Supply Chain, or C-level
- Ability to work in a global and diverse environment
- Willing to learn and improve upon your existing knowledge
- Strong team spirit
- Proactive and professional attitude

### What we offer

At IM, we believe that every team member is key to our success in business. For that reason, our aim is to create an environment that enables everyone to contribute in the best possible way. Below are examples of the benefits we offer and the culture we live. As we are a very dynamic organization, benefits will constantly be reviewed and optimized based on individual requirements and inputs.

We approach colleagues as well as external partners with the highest level of **Respect**, regardless of any

differences in culture, background or opinion. Diversity and open communication are a core value to l'M. We appreciate constructive criticism as it helps us make better decisions.

We **recognize** individual contribution through regular feedback and by prioritizing internal career development. In this context we also support **personal development** through individual or group trainings.

We encourage a good **work-life balance**, through flexibility working time or the option to work from home and also support a healthy lifestyle with a variety of small contributions that depend on region, work location and individual requirements.

To support a strong **team spirit**, we support regular team activities such as short trips, team building events or activities at or after work.