



VICE PRESIDENT OF SALES

INNOTEX CORP. is a leading designer, manufacturer, and distributor of personal protective equipment and turnout gear for firefighters and first responders. Our commitment to innovation and teamwork has made us the trusted partner of thousands of fire departments across the globe. We have 3 factories in Quebec, Canada, and 1 in Ohatchee, Alabama.

If you enjoy working in an industry that makes a difference in the field of community protection and security, then we have the perfect role for you. Our rapidly growing team is currently looking for a dynamic person to fill the role of **Vice President of Sales**.

This position is remote and reports to the General Manager. The selected candidate will be responsible for driving strategies, objectives, and processes to deliver strong sales through existing dealerships and develop new dealership opportunities. Our Sales team collaborates with a Dealer network, which operates within a solid team environment and well-established regions.

MAIN RESPONSIBILITIES

- Strategize, organize, operate and manage all sales activities for INNOTEX to pursue continuous growth
- Develop, mentor, and mobilize the Sales team to meet or exceed all sales targets
- Manage the sales pipeline to ensure effective Sales processes
- Deliver strong sales through existing dealerships and develop new dealership opportunities
- Maximize sales growth by developing all territories and meeting new dealer sales targets
- Analyze market trends to develop and implement sales programs, policies and business strategies that will ensure company growth and profitability
- Develop and manage sales forecasts and budgets

QUALIFICATIONS

- Bachelor's degree in a relevant field
- 10 years of experience in sales management at an executive level, ideally with personal protective equipment
- Experience leading a team
- Business development experience



- High-level experience in B2B and dealer network management
- Budgeting and forecasting experience
- Extensive knowledge of CRM and Microsoft Office suite
- Ability and willingness to travel extensively (valid passport required)

KEY COMPETENCIES

- Ability to lead, develop, motivate, coach and manage a sales team
- Talent for planning, organizing and managing priorities
- Strong leadership and strategic thinking
- Demonstrate persuasiveness and perseverance
- Known for honesty and integrity
- Customer service oriented
- Exceptional communication and presentation skills
- Ability to develop and grow strong relationships with dealers by collaborating with them year-round in their business activities

WHAT WE OFFER

- Dedicated and passionate team
- Flexible work schedule and work-life balance
- Remote position
- Competitive base salary
- Solid bonus plan
- Health and welfare benefits for you and your family
- Paid vacation
- Ongoing training
- Company head offices are located in Ohatchee, AL and Quebec, Canada

If this challenge interests you and aligns with your skills, please send your resume to our Human Resources department at RH@innotexprotection.com.