

## Position Description: Director of Enterprise Sales

**Position Title:** Director Enterprise Sales  
**Functional Group:** Sales  
**Reports to:** EVP Sales  
**Date:** August 2018



### Our Company

Coretex is a world-leading technology company that creates innovative fleet management and IOT solutions for organisations that operate in mission-critical environments. Our start-up culture and 'can-do' attitude helps us take on the best and win. Our proprietary technology platform helps organisations run more efficiently and comply with complex legislation through intelligent use of data gathered directly from fleet assets.

Coretex has customers all over the globe. Our business is run from offices in New York, San Diego, Auckland, and Sydney. We have ambitious growth plans that will see us further expand operations over the coming weeks, months and years.

### Our Mission

At Coretex we believe that technology should be used to create a safer, cleaner and more productive society. The world's resources are under increasing pressure - to keep growing, we have got to figure out how to do more with less.

Our goal is to help operators drive better business results by improving their asset utilization, reducing fuel consumption and minimising the wear and tear on people and machines - all whilst ensuring that operators remain compliant with all relevant legislation.

### Purpose of this Role

Our Director of Enterprise Sales will expand our North America business in the Mixed Fleet vertical to include our reefer business and in-cab solutions. We need your charisma and solutions focused sales approach to increase our presence in the Mixed Fleet business. Our goals are aggressive but so are you. You should be an expert in the telematics industry and after learning Coretex's products, you will be able to effectively articulate our competitive advantage in order to achieve sales targets.

### Responsibilities

The outcomes listed below describe the tasks the Director Enterprise Sales may be expected to carry out. This list is indicative of the role and is not exhaustive.

- Develop and execute sound selling strategies and account management that ensure revenue growth and customer retention.
- Present and demonstrate the Coretex platform of services for mixed fleets that meet the customer's requirements. This includes Integration to Dispatch systems, Cameras, ELD and Mixed Fleet telematics in general.
- Work closely with EVP Mixed Fleet to focus on Enterprise accounts in the US and Canada.
- Develop and maintain a sales pipeline that ensures sales targets are consistently met.
- Document customer engagements in Salesforce.
- Provide continual feedback to product management/engineering on enhancement requests.

## Quality / Health & Safety Accountability

All staff are authorised to take suitable action to prevent, avoid and where possible eliminate quality and health and safety issues within their job area.

## People Specification

The ideal person fulfilling this role will have the following skills and characteristics.

- Proven successful track record of exceeding sales goals.
- Proven technical aptitude and curiosity.
- Articulate presentation skills.
- Strong negotiation and closing skills.
- Ability to travel as needed.
- Ability to provide proof of eligibility to work in the United States without support; sponsorship is not available.

## Qualifications

Relevant bachelors degree is preferable but experience will be measured alongside

## Experience

5-10 years driving sales in a telematics or reefer software company

## Why Work with Us

This is a great time to join an agile and fast growing technology company that's taking on the world. Coretex is the kind of company that gives you the opportunity to make a difference.

The Coretex team is driven, professional and focused. We're big on teamwork and open doors. We are passionate about providing our customers with the best technology and experience, and we like to have fun while we're doing so.

The development and growth opportunities are as unlimited as our business growth – locally and internationally.

## Location

This is a remote position, based in the United States.