



Director of Robotic Sales

Position Overview

Our client, Cornerstone Specialty Wood Products, LLC is looking for a senior leader as their first Director of Robotic Sales to be forefront of growing the robotic applications in flooring panels in the Material Handling Industry by building a comprehensive global marketing, sales, and services plan. The leader in this position will focus on channel expansion and new channel introductions, with a heavy focus on leveraging Cornerstone's core competencies and technology.

For more than 20 years, Cornerstone Specialty Wood Products, LLC (www.resindek.com) has been at the forefront of research and development in the field of engineered wood floor panels for the material handling industry. In 1994, Greg Doppler, company founder and current president, invented the ResinDek panel, which has become the premier mezzanine flooring panel product sold worldwide today.

Are you looking for an opportunity where you will partner directly with the CEO and senior leadership, have a direct hand in the success of the business, and work daily with trustworthy colleagues where everyone knows your name and "tells it like it is"? If so, let's talk!

Key Activities

- Establishes and maintains relationships with industry manufacturers and key strategic partners
- Develops and executes comprehensive marketing, sales, and service plans to support global robotics sales revenue objectives for organization
- Builds and executes on an international robotics strategy for distribution and service
- Ownership of current robotics customers. e.g., Amazon, Locus and Geek Plus
- Maintain customer information and sales funnel progress in company CRM
- Maintain Forecast and Demand planning needs for assigned customers
- Communicate status of the business plan and execution across peer group and with senior leadership

Qualifications & Requirements

- Bachelor's Degree required
- 5+ years Robotics Sales Leadership
- Experience in the Material Handling Industry Preferred
- Proven and consistent track record in the robotics industry executing against an aggressive growth strategy and delivering results

Skills & Abilities

- Creative thinking and problem-solving skills
- Demonstrated results thriving in fast-paced environment, prioritizes, and oversees multiple projects at once, has attention to detail and works well with cross functional teams
- A startup mentality: craft breakthrough strategies and improve existing processes
- Strong project management skills with the ability to handle multiple priorities
- Strong written and verbal communication skills, ability to create and deliver Executive level presentations
- Ability to travel up to 50% for visits to customer sites and tradeshow in the US and Europe

Further Information

Other perks of working at Cornerstone include a competitive salary, bonus plan, profit sharing, 401 (K) matching, vacation, holidays, medical & dental Insurance, disability and life, wellness program, educational assistance, volunteer opportunities, and a flexible schedule.

A Slice of HR is partnering with our client on a fee for service basis. If interested, please email your resume to emily@asliceofhr.com