

DIRECTOR OF SALES

JOB POSTING



Are you ready to make a difference in your life and in the world? Would you like to join a team of passionate people who are already doing that? At Kryton International, we are helping the world's builders to build concrete structures that are not only waterproof, but more durable, efficient and sustainable than ever before. Kryton is the inventor of the world's first crystalline waterproofing admixture for concrete and we have permanently changed the way concrete structures are built in every corner of the globe. It's the extraordinary people on our team that have made all the difference and we have proven it by winning the 10 Best Companies to Work For in BC Award 4 years in a row. Maybe you could join our continuing success story.

THE OPPORTUNITY

Kryton International, a highly respected and successful world innovator in concrete waterproofing and durability solutions, is seeking a new global sales leader for its line of specialized industrial products. Reporting to the CEO, this c-suite head of sales has a seat at the executive table and is integral to the continued upward trajectory of the company in a sector of industry with an exceptional upside. Responsible for the strategic sales plan, and for coaching and leadership of the global sales force to ensure excellence in implementing the plan, the Director of Sales will share responsibility with his or her peers on the Executive Team for forecasting and delivering on the growth potential that continues to set Kryton apart from its competitors.

THE IDEAL CANDIDATE

As an inspiring leader of global distribution and direct sales teams, you have achieved your successful track record by developing leadership and drive across your sales management team. Your relationship skills are exceptional, as is your strategic selling ability. As a contributor to an executive leadership team, you understand what it takes to create and maintain trust within a cohesive team. You are collaborative, highly responsive and accountable to your peers in support of the vision and strategy, while modelling the values with employees and customers across the globe. You are a great listener and communicator.

You understand the complexities of marketing innovative building products into diverse international markets with unique requirements. You thrive on working creatively with your marketing, product management and production teams to conceive, implement, measure and adjust sales strategies to increase revenues through distributor networks and direct sales channels. As a strong negotiator with a competitive spirit, you know how to get it done.

An outside-the-box thinker, you naturally collaborate across the organization in the pursuit of opportunities for continuous improvement in operations, customer service and product lines. You love to see the difference you are making in your organization.

THE COMPANY

Kryton International Inc. is a world leader in concrete waterproofing and durability solutions. Established in 1973 and headquartered in Vancouver, Canada, Kryton is present in over 40 countries around the world through an extensive distributor network. With innovative and award-winning Smart Concrete Solutions®, this fast-growing, privately-owned company is constantly seeking new ways to solidify its leadership position in the industry. With projects and people in USA, India, China, Middle East, Europe, Africa, Asia Pacific and Latin America, Kryton is looking to continue its growth and to provide innovative systems to help build the most sustainable cities of the future. We pride ourselves on solving the world's future infrastructure and building challenges through innovation and a team of dedicated professionals that care deeply and product systems that really work! For more on Kryton International visit www.kryton.com

REQUIREMENTS

- Minimum seven years of proven sales management experience in a global manufacturing and distribution sales environment.
- An experienced understanding of the complexities of operating in international markets.
- Engineering, science or industrial products an asset.
- Verifiable track record of reaching or exceeding sales targets in complex and challenging market conditions.
- Proven ability to grow and optimize distributor networks.
- Proven ability to develop key relationships, open boardroom doors and relate at ground level.
- Excellent communications: oral, written and presentation skills.
- A degree or diploma in Business, Marketing, Commerce or International Trade an asset.

JOIN THE KRYTON TEAM

Kryton folks love to work here. We are a family who care about each other. Our leaders are strong and inspiring, and we are proud of our service and products.

HOW TO APPLY

Please send your resume and a well-crafted cover letter explaining why you are interested and why you are a great fit for this unique opportunity, to: opportunities@kmclaughlin.com.

We truly appreciate all applicants; however, we will be in contact with only those selected for an interview.