



CAREER OPPORTUNITIES

POSITION TITLE: **Director of Distribution – Americas**
Components Division

POSTING DATE: 09/17/10

Reporting to the Director of Sales - Americas, this position will work closely with all business units across TT electronics Component Division, sales personnel and customers to ensure profitable and sustainable growth by developing and implementing distribution strategies for the Americas. Assure that distribution meets or exceeds business plan objectives. Manage overall relationships with distributor management, sales/marketing personnel, international managers, along with asset and contract management of distributors.

Specific Duties:

- Develop annual business plans and goals with each distributor, Sales Rep, and Area Distribution Sales Managers to make sure Company business plans are met.
- Be responsible for recommending authorization/de-authorization of distributors on a global basis.
- Assist in developing long-range distribution/inventory policy, plans, and strategies worldwide.
- Maintain ongoing communication with distribution personnel.
- Analyze progress in distribution effectiveness and performance on an ongoing basis.
- Strategize with Sales Managers to optimize the distribution sales programs worldwide.
- Coordinate pricing, training, and literature for each product line with all distributors.
- Implement pricing policies worldwide and ensure we have a coherent/cohesive worldwide distribution policy.
- Develop sales promotions, advertising, and co-ops.
- Maintain and update distributor policy manual as necessary.
- Develop and implement product training programs in conjunction with Marketing and Sales.
- Budget, monitor, and control distributor expenses to optimize and minimize cost.
- Ensure that appropriate business reviews are being held with all distributors.
- Maintain a performance tracking system (bookings, billings, inventory, backlog, and gross profit levels with all distributors).
- Ensure that field management is communicating sales goals for all distributors.
- Assist in the development and maintenance of data processing systems to monitor and control distribution price and performance strategies and meet future on-line and EDI needs of customers.
- Confirm appropriate ship and debit programs are in place, optimized, and working.

Education & Experience Required:

- Bachelor's degree in Business or equivalent experience required, previous management experience is a definite plus.
- Minimum seven years sales experience preferably in the electronics industry.
- PC skills are required.
- Ability to travel 60% of the time, both domestic and international while working under minimal or no supervision much of the time.
- The Director of Distribution should be a high energy individual with strong verbal and written communication skills and have the ability to interface effectively with customers.

Please forward your resume/CV to: michelleduggin-goasa@bitechnologies.com