
SENIOR VICE PRESIDENT OF GLOBAL SALES \$100 Million Business

Are you ready to join a **fast-growth** organization where you can make a significant daily impact? An organization where you will be a major contributor to the growth and strength of our organization? Where you will be contributing to the betterment of the environment and our communities? Let's see if FyterTech is the place for you to make your next and best career move.

FyterTech Nonwovens is a market-leading materials manufacturer of nonwoven high-tech products that are used in a variety of settings. Applications include cleaning up the spills one could expect to see in hospitals, laboratories, oil spills and grocery stores – just to name a few.

Position Summary:

FyterTech is searching for an experienced and versatile Senior Vice President of Global Sales, **overseeing \$100 million in annual sales and leading the way to an expected doubling of the business over the next 5 years.** The SVP of Global Sales is an integral member of the Executive Leadership Team (ELT). Reporting directly to the President & CEO, this position is responsible for the strategic planning and leadership of sales, customer service, and business development functions. The SVP of Global Sales and Customer Experience position is accountable for the achievement of annual sales, and profitability goals as well as maintaining & developing key partner relationships. In concert with the CEO and other members of the ELT, this position will be the external face of the organization's leadership in the tactical and strategic management of key relationships for purposes of achieving long-term organizational objectives.

The ideal candidate will have proven strong sales, marketing, and business development leadership experience, preferably in a manufacturing organization, and be driven to do what it takes to grow global sales over the next decade. FyterTech Nonwovens is a fluid and fast-paced entrepreneurial environment. To be successful in this role, you must understand business priorities and translate them into the highest impact work. A flexible skill set, including the ability to think strategically, execute tactically, and collaborate across many teams, levels, and situations is essential. A strong candidate will rally when facing changes in the marketplace and help the team prioritize and capitalize on a variety of rapidly growing opportunities.

Keys to Success:

- Participates as a member of the ELT in establishing vision, strategic direction, operational, and financial performance goals
- Accountable to drive sales performance and meeting financial goals
- Provide strategic direction to the executive team on market influence, customer experience, and market growth
- Collaborate with marketing to shape and refine a go-to-market strategy, value proposition, and pricing models for new and existing products, services, and partnerships
- Develops and successfully implements a sales distribution, channel partner engagement, and communication strategy that drives long-term growth and profitability
- Hire, develop, and maintain a high-performing team through mentorship, coaching, and training
- Effectively leverage data & analytics-driven decision-making to grow business and capitalize on market opportunities

- Identify and track competitor offerings, emerging issues, and market trends impacting profitability and strategies
- Collects voice of customer data and analyzes that data to identify potential new business sectors and works to plan strategies for long-term growth and development
- Takes an innovative, collaborative, and entrepreneurial approach to identifying and developing new business opportunities, sales strategies, customer service, and engagement strategies
- Proactively assesses business and organizational performance to recommend and drive action through a consultative, “influence without authority” approach
- Work closely and collaborate across all functional teams

Candidate Profile - Selected Traits:

- A proven leader able to operate in a multi-site international environment and lead a remote sales and customer service organization
- Supports the organization's mission, vision, and values by exhibiting the following behaviors: entrepreneurial spirit, innovation, responsiveness, challenging the status quo, effective collaboration, evidence-based decision-making, respect and resilience
- Possesses exceptional business acumen and learning agility to quickly comprehend FyterTech’s business model, products, services, solutions offered, and strategic growth plans
- Aptitude for analyzing, translating, and effectively communicating data
- Comfortable with quantitative / metric-based approaches and a performance-driven culture.
- Capable of successfully communicating with a diverse range of stakeholders at varying organizational levels and work styles
- Dynamic and engaging critical thinking, ability to see “the art of the possible” and think out of the box
- Has high intelligence, curiosity, initiative, and highly disciplined
- Desire to learn and grow
- Adept at forming relationships
- Is hands-on, when necessary, engaged but able to delegate appropriately
- Leads with a can-do attitude and willingness to see the team succeed
- Has a strong bias for action, a keen sense of urgency, and the ability to drive results
- Possesses good listening skills and can collaboratively solicit ideas to get optimal solutions
- Utilizes strong ethical and sound business judgment

We Value:

- Bachelor's degree in Business Administration, Marketing, or a related discipline
- Fifteen (15+) years of progressive professional sales experience with proven success in a fast-growing environment
- Minimum five (5) years of sales management experience in a business-to-business sales environment
- Ability to travel 80% of the time, primarily in the USA with some international travel is essential.
- Candidate could reside anywhere in the USA, although a Midwest location with convenient access to a major airport is a plus. Expect 6-8 trips annually to our headquarters and main manufacturing facilities located in Green Bay, WI
- Demonstrated ability to drive change and build a high-performance culture
- Ability to deal confidently with internal and external customers
- Experience in a manufacturing environment preferred
- Exceptional analytical and financial analysis skills
- Must be detail-oriented and well-organized with excellent planning skills
- Demonstrated conflict resolution and effective training skills
- Ability to preserve the integrity of highly confidential business and customer information

- Exhibits awareness of best sales practices, particularly solution-based selling methods
- Demonstrating the servant leadership model
- Proven ability to drive growth through distribution, national accounts, buying groups, and e-commerce channels
- Exhibits high level of proficiency in business/analytical systems such as Microsoft Word, PowerPoint, Outlook, Excel, CRM, and Power BI.

Equal Employment Opportunity:

It is the policy of FyterTech to provide equal employment and advancement opportunities to all colleagues and applicants for employment without regard to race, color, ethnicity, religion, gender, pregnancy/childbirth, age, national origin, sexual orientation, gender identity or expression, disability or perceived disability, genetic information, citizenship, veteran, or military status, marital or domestic partner status, or any other category protected by federal, state and/or local laws.