

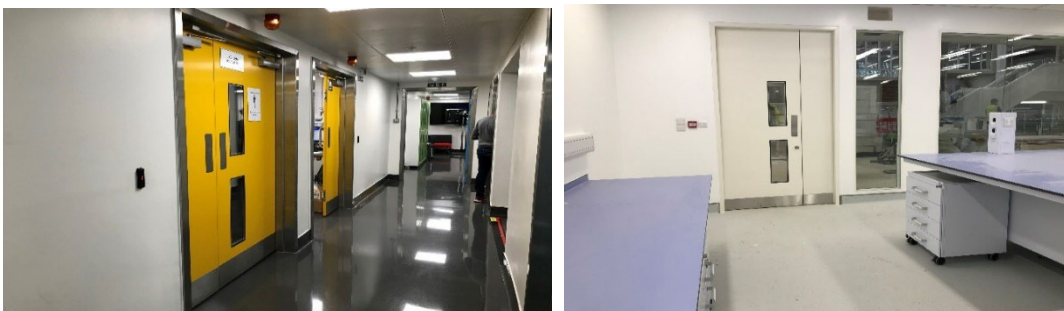
Job Title:	Director of Business Development and Sales - East Coast	Office Location:	Dortek, 10 East 6th Avenue, Suite 310, Conshohocken, PA 19428, USA
Start Date	ASAP	Position Type:	Full time 40 hours Permanent contract
Vacation Days:	15 days per annum	Benefits:	<ul style="list-style-type: none"> • Company Health Insurance • Retirement Plan • Commission • Bonus structure • Company Car or Car Allowance

ABOUT DORTEK:

Dortek are the leading supplier of specialist door systems to the global biopharma, medical research and healthcare industries. Based in Conshohocken PA, the company is 55 years old and has operations globally with headquarters in Wicklow, Ireland. Our dedicated in-house teams deliver complex, bespoke door packages from initial design, through specification and manufacturing through to installation and final commissioning.

Dortek supply the global top 20 pharmaceutical manufacturers and provide a total project management solution to door packages across Food Manufacturing, Pharmaceutical, Cleanroom Research Laboratory, Hospitals and Retail sectors internationally. Each client chooses Dortek for a variety of reasons but, we believe primarily due to the quality of our products and the high levels of flexibility, dedication and service we offer. We pride ourselves in getting the job done.

At Dortek, we believe our success has been built upon the 151 great people who work for us. We're a team that works hard for our clients and firmly believe our growth is down to the ambition, dedication and the expertise of everyone within the Dortek family.



ROLE OVERVIEW:

We are looking for the right person to help us grow and deliver successful projects in the life changing spaces we operate in. The successful candidate will be tasked with specifying our range of high-performance timber-free hygienic door systems, focusing almost 100% of their time on architects, cleanroom contractors and general contractors.

Selling is an established part of DorteK's US business, but we require a dedicated individual in the East Coast Region to further develop our relationships.

This is a technical and performance-focused sales role, driving increased specification of our range of door, window and hatch products within defined market sectors, supporting our commercial team in our overall business strategy.

The successful candidate will need to build on our existing excellent reputation across the sectors we supply, developing DorteK's architectural specification base with both existing clients and new business generation.

The role comes with significant autonomy, with the ability to make a real difference in an energetic and successful company. The right candidate will have a high level of self-motivation, a demonstrable track record of delivering growth, exceeding targets and must have a strong sales background.

KEY RESPONSIBILITIES:

- Support end users and architects in the specification of the right doors for their project.
- Listen to and understand end users previous experiences.
- Promote DorteK's turnkey approach to providing complete door systems that are tailored to each facility's needs.
- Collaborate with contractors on the value of delivering complete door scopes .
- Provide in person and online presentations to architects, spec writers and project managers.
- Support our distribution partners in their sales presentations, client meetings and site surveys.
- Collaborate with estimators to provide accurate quotations and budgets.
- Devise and execute sales strategies in line with our overall growth strategy.
- Build and grow architectural specifications through strong relationships with key architects, cleanroom contractors and general contractors.
- Work closely with the commercial team throughout the specification process, and with individual project handover at tender stage.
- Recommend product lines by identifying new product opportunities, and/or product and service changes; survey consumer needs and trends; track competitors.
- Attend sales meetings and trade shows.

The above is a non-exhaustive summary of responsibilities that the Director of Business Development and Sales – East Coast will be expected to fulfil.

QUALIFICATIONS AND EXPERIENCE:

- A proven specification and business development professional within the construction sector, with at least 5 years' experience in a sales role.
- A candidate with experience selling a technical product within interior finishes, or a candidate with specification selling experience within the cleanroom or healthcare sectors.
- A demonstrable portfolio of existing specifier contacts that will help you achieve the required business growth in the Region.
- A proven ability to generate new specification opportunities using business-generated and planning leads.
- Working with marketing, project managers and estimators.
- Ability to travel as necessary-estimated 50% travel required for the role.
- Ability to coordinate, manage and run our exhibition booth at industry trade shows.
- Capable of representing DorteK and our products to large audiences online and in person.

ATTRIBUTES AND SKILLS:

Dortek are looking for people with a great work ethic. Our ideal candidate will have the following skills:

- Excellent technical and communication sales skills (oral and written), plus the ability to confidently deliver presentations.
- Strong IT skills, including MS applications and CRM platforms for forecasting/project tracking
- Be organized, with good time management skills.
- A 'can do' attitude
- Must be driven to work to the highest quality levels.
- Ability to work as part of a team, and individually.
- A self-motivated and proactive collaborator, with the ability to work to deadlines.
- A flexible and innovative problem solver.
- Punctual.
- Results-driven.
- Ability to build strong customer relationships.
- A full USA driving license, as you will need to travel to clients across the Region and further afield, plus there will be periodic visits to our Conshohocken office in PA.

SALARY AND BENEFITS:

Dortek is offering a competitive salary and benefits package. If you are interested in becoming part of the Dortek family and making a real difference to our US business, please send your resume to:

louise.bridgeman@dortek.com.

