

FOR IMMEDIATE HIRE: BUSINESS DEVELOPMENT - DEALER SALES

Company Overview

Construction Robotics is a manufacturer of innovative products for the construction industry. Solutions include lift-assist technology currently targeting the masonry and refractory industries, as well as semi-autonomous robotics for the bricklaying industry. Expansion into additional industries is planned for 2022 and beyond.

CR has been developing and commercializing these innovative products since 2007 but has refocused its sales and distribution strategy around regional dealers. The Dealer Development Manager will play a critical leadership role in building the platform for this distribution model and leading internal and external teams to ensure successful implementation of this new strategy.

Distribution of CR solutions is mainly in the United States; however, the company is poised for growth in North America and overseas based on established relationships.

CR has an experienced board comprising industry leaders as well as the founders of the company. The organization is growing and looking for self-starters that will be creative and efficient while developing sustainable processes that support the growth objectives. This is an exciting time to join a growing organization.

General Information:

- Full-time sales position based at CR HQ in Victor, NY.
- Base plus commission. Standard benefits.
- Travel requirements: 50-75%.
- Reports to the Director of Sales. Will work closely with cross-functional teams. No direct reports.

Job requirements

- 5-10+ years of sales experience.
- Strong interpersonal skills with clients, internal teams, agency partners.
- Proficiency with office management software, including but not limited to Microsoft Office Suite, HubSpot, Asana.
- Technical background and knowledge of the construction industry is preferred.

Overview of responsibilities/expectations

The BDM of Dealer Sales will be responsible for increasing the number of effective dealers that will sell and service CR solutions. Closing key account end user opportunities as they arise will be a secondary responsibility of this role.

In 2022, CR will be launching new products, and the BDM of Dealer Sales will be responsible for planning and implementing market development efforts in collaboration with CR Project Managers as well as industry partners.

Requirements of the job include:

- Closing deals with current prospects;
- Dealer targeting to build a pipeline;
- Understanding current industries and identifying expansion industries to drive organizational growth;
- Working with marketing agencies to develop required support materials;
- Supporting market development plans and goals;
- Collaborative interactions with Dealer Development Manager(s) and Project Managers who are focused on market development;
- Participation in conferences as needed.

Submit applications to hire@construction-robotics.com

Thank you for your interest in our growth objectives! We look forward to meeting you.