

FOR IMMEDIATE HIRE: DEALER DEVELOPMENT

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 lead cross-functional teams. No direct reports.

Job requirements

- 5+ years of account management, project management, and 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.
- Strong Negotiation skills
- Ability to analyze market data to develop new dealer prospects and targets

Overview of responsibilities/expectations

The Dealer Development Manager will be responsible for developing and implementing programs, including all support materials, to support the onboarding and growth of the CR dealer network. Dealers will need training for their own knowledge and success. The Dealer Development Manager will also support dealer sales to end-users with the goal of expanding the dealer fleet.

The foundation of a dealer management program is underway, but the Dealer Development Manager will have the opportunity to help shape the programs and processes being designed.

Requirements of the job include:

- Dealer onboarding;
- Supporting market development plans and goals;
- Collaborative planning with dealers to maximize equipment sales & utilization when renting;
- Establishing the plan for dealer training to include operations, sales/market development, demos, marketing, and maintenance;
- Ongoing relationship management to ensure delivery of pre-determined KPIs & service needs.
- Grow dealer network through face to face meetings, calls, webinars, and online meetings.
- End-user sales support efforts on-site with dealers;
- Building relationships and programs with key influencers in partnership with dealers to support market development goals;
- Dealer prospect targeting to build a pipeline within assigned area and closing deals.
- Create, implement, and execute a strategic plan to convert prospect targets into dealers
- Leading internal cross-functional teams that will deliver the training programs (sales, service, maintenance, marketing);
- Working with marketing agencies to develop required support materials;
- Collaborative interactions with Sales and Project Managers who are focused on market development;
- Manage and maintain HubSpot (CRM) pipeline and deal board
- Create dealer presentations to inspire, deliver the dealer value and expectations
- 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.