

## Job Description

**Title:** Director, Business Development

**Location:** Remote - National

**Reports to:** Vice President, StoVentec Rainscreen

### Purpose:

Sto Corp. (Sto), a global innovation leader of building enclosure systems and high-performance facade coatings, is seeking a **Director, Business Development**. The ideal candidate will be responsible for developing strategic partnerships with existing and ideal customers, developing and growing the Rainscreen pipeline and oversee the Rainscreen sales team.

### Essential Duties & Responsibilities (includes, but not limited to):

- Lead, develop, and grow the current Rainscreen sales team to meet/exceed sales goals and 5-year strategic plan.
- Develop strategic partnerships and relationships with key partners to multiply sales in existing and new segments.
- Develop a comprehensive knowledge of our products to create sales strategies, optimize revenues and surpass sales goals in support of our 5-year plan.
- Develop and initiate sales strategies to further increase brand awareness and product exposure throughout the US, Canada and LATAM as needed.
- Work with Rainscreen operations to help maintain adequate inventory levels, based on forecast.
- Collaborate with Director, Construction Design to help accelerate Rainscreen sales within that group.
- Perform other duties as assigned.

### Knowledge/Skills/Abilities:

- Bachelor's degree in Business, Marketing, or related field.
- Minimum of 7+ years successful experience in Commercial Sales leadership. A combination of education and experience will be considered.
- Ability to build and lead teams towards a common corporate goal.
- Proficient in data mining and analytics to create sales strategies.
- Strong track record of bringing product lines to new markets or segments.
- Advanced presentation skills in multiple settings – MS Powerpoint, jobsite trainings, classroom trainings, C Suite, etc.

- Excellent oral and written communication skills and strategic listening skills are necessary to effectively exercise tact, discretion, judgment, and diplomacy when interacting and/or negotiating with all levels of internal and external customers.
- Strong organizational skills - attention to detail and Self-Motivator - willing to take the initiative.
- Sales forecasting and planning.
- Business Development.
- Contract negotiations.
- Prospecting.
- Relationship building.
- Time management.
- Technical sales.
- Creative innovator with entrepreneurial spirit.
- Ability to travel domestically up to 25%.
- Active, lifelong learner mentality.

**To Apply:**

Submit your resume and cover letter to [Jobs@StoCorp.com](mailto:Jobs@StoCorp.com). Job ID: COMR