

General Manager, VP Sales- North America

Brooklyn, NY

Are you well-rounded and experienced professional with an entrepreneurial mind-set? Are you dying to work at the cutting edge of a new technology?

We are looking for a **General Manager, VP Sales - North America** who will have overall responsibility for all commercial activities for North America. We are seeking a leader who will have responsibility for aligning the company's strategic operations objectives and goals with a set of measurable critical success factors and instilling a metrics-driven approach to the business.

As **General Manager**, you will:

- Deliver top line revenue growth and profitability in line with corporate financial goals
- Develop and implement best-in-class sales processes and methods with appropriate metrics to drive behavior and success
- Support business planning with reliable sales forecasts and resource requirements
- Meet regional targets according to plans
- Hire, train, develop, and motivate a loyal sales force
- Assess market potential and identify new business opportunities and synergies
- Identify and target new clients and markets interpreting market and customer intelligence
- Develop and implement regional strategy and short and long term business plan
- Go To Market (GTM) such as Channel Management, Strategic Accounts
- Regional marketing implementation (brand, leads, awareness etc.).
- Service management, customer relations, customer support and engagement in the region.
- Overall people management in the region including regional management of recruitments and talent management and development.

General Manager leadership characteristics:

- Ability to focus and deliver against the critical initiatives/results that move the needle; drown out drama and noise, maintaining a strict discipline around only what matters.
- Bright, "quick-thinker" who can easily hold his or her own in the company of thought-leaders.
- Strategic; analytic; someone who can thoroughly grasp complex situations and quickly cut through to the key elements without "getting lost in the details"; financially astute.
- Drives iterative/evolving output, ensuring alignment across key constituents; adjusts priorities and initiatives accordingly.
- Able to mobilize resources, management teams, and organizations around a clear vision/plan to delivery/over-delivery of expectations.
- Take ownership for/delivers portfolio company results (i.e., performance to "full potential", at or above expectations).
- Change agent and driver of high performance culture.
- Highest ethical standards and values.

- Significant experience in Channel Management (VAR and DMR) - building, recruiting, developing and retaining.
- Business leadership background with P&L experience, working closely with technical products and customers and be able to communicate with confidence and credibility with customers;
- responsibility for the overall regional P&L.
- Culturally aware, able to operate globally.
- A Bachelor's degree in Business or related field is required.

Extra Experience Counts too!

- An advanced degree is a plus.
- Familiarity with 3D printing or MakerBot

MakerBot is an equal opportunity employer. We consider all applicants for all positions without regard to race, creed, color, religion, gender, national origin, age, disability, sexual orientation, marital status, status with regard public assistance, veteran status, or membership in any other legally protected class.