



RADIATION DETECTORS & ELECTRONIC SYSTEMS

## Defying the limits of your imagination

Aguila is a technology company focused on the design of radiation detectors and electronic systems. Our products and services are used to defend the homeland from the threat of nuclear terrorism; to improve the efficiency and lifespan of our radar systems; to advance medical imaging; and to solve the most difficult electronic packaging problems faced by the industry.

Aguila Technologies, a fast-growing small business in North San Diego, is looking for an outstanding VP of Sales to help us grow our business. This is an excellent opportunity for an experienced project leader with a background in the electronics packaging industry. The successful candidate must thrive in a fast pace and dynamic environment. Experience with CZT detectors and/or other radiation detection technologies are a plus.

This position reports directly to the President.

### Duties:

- \* Develops sales organizational strategies by contributing sales information, analysis, and recommendations to strategic thinking and direction; establishing sales objectives in line with organizational objectives.
- \* Establishes sales operational strategies by evaluating sales trends; establishing critical measurements; determining production, productivity, quality, and customer-service strategies; designing sales systems; accumulating resources; resolving problems; implementing change.
- \* Develops sales financial strategies by estimating, forecasting, and anticipating sales requirements, trends, and variances; aligning monetary resources; developing action plans; measuring and analyzing results; initiating corrective actions; minimizing the impact of variances.
- \* Recommends and accomplishes annual profit contribution by preparing sales forecasts; establishing sales objectives; maintaining and managing a broker sales network; maintaining rapport with key customers; negotiating and obtaining orders; developing promotional strategies.
- \* Maintains customer service by capturing orders; assuring compliance with customer specifications; coordinating shipment with production planning and warehouse; advising brokers and customers of order status.
- \* Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- \* Accomplishes sales and organization mission by completing related results as needed.

### Skills/Qualifications:

Coaching, Managing Processes, Staffing, Managing Profitability, Market Knowledge, Understanding the Customer, Motivation for Sales, Meeting Sales Goals, Developing Budgets, Sales Planning, Selling to Customer Needs