

Job Description

Title: Sales Director, North America

Cost Ctr: _____

Work Location: Addison _____ Position Status: Full-time Part-time

Division & Department: Commercial Sales

Position Reports to: VP, Commercial Sales

COMPANY VALUES

All Authentix employees are expected to embrace our Company values in the performance of their respective tasks and duties.

Always with *integrity*.....Authentixians value:

- Teaming and collaboration
- Taking ownership and being accountable for the outcome
- Advancing science and technology - for a better world
- Dedicating ourselves to our clients' success
- Competing and winning in the marketplace

JOB SUMMARY

The Sales Director, North America relies on knowledge of and experience with senior sales to develop and oversee sales for commercial oil companies in North America. This job requires a strong sales background and preferably oil and gas or energy experience and the ability to work independently with little supervision is required.

The Sales Director serves as the Authentix O&G lead sales person in North America serving the Oil Marketing Company (OMC) marketplace, and building new sales opportunities with OMC customers. This individual must work closely and effectively with Oil and Gas Project Managers and technical support teams to assure Authentix is well positioned to achieve sales success measured against the North America objectives agreed with the VP. The Sales Director is also responsible for nurturing and maintaining the relationship with Authentix customers and local business partners in the region to help the company meet its revenue commitments.

SUMMARY OF ESSENTIAL JOB FUNCTIONS

The essential functions listed below are representative of the functions that must be performed in order to satisfactorily fulfill the purpose of this job. Additional functions and duties may be assumed or assigned from time to time.

- Lead sales to grow the existing revenue base in North America for Commercial Sales.
- Meet defined revenue targets agreed with the VP, Commercial Sales.
- Work with the VP to agree an annual sales plan by accounts and objectives.
- Develop and execute a North America sales strategy.
- Develop and demonstrate core subject matter and target market expertise to represent Authentix to customers and the marketplace.

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- Assist Project Managers for Customer Relationship activities and ensure organizational effectiveness in the delivery of Authentix solutions including
 - Revenue forecasting process
 - Customer satisfaction feedback
- Establish and maintain relationships with senior level customers and prospects.
- Evaluate and qualify new deals.
- Lead the Authentix bid response process for assigned deals.
- Manage network of consultants and partners in the region.
- Provide regular sales, customer and market intelligence updates in the form of weekly updates in Salesforce.com and the Holden eFox tool.
- Manage region for compliance to corporate principles, values and policies.
- Improve and grow the strategic capabilities of the company

KNOWLEDGE, SKILLS AND ABILITIES [education, certification, experience, general skills)

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skills and/or abilities required to satisfactorily perform the essential functions of this job.

- Sales leadership and management
- Customer relationship management
- Teaming and collaboration
- Effective and timely communications

SPECIAL REQUIREMENTS

- Approximately 60 % travel required
- Preference given to bi-lingual candidates (English and Spanish)

WORK REQUIREMENTS

The work environment characteristics are representative of those an employee encounters while performing the job. Authentix is committed to complying with all applicable provisions of the Americans with Disabilities Act (ADA), the ADA Amendments of 2008 and all applicable state and local laws concerning disability accommodation. Reasonable accommodations will be provided to individuals with known physical or mental disabilities if such accommodation would not impose an undue hardship on the company, and would enable the individual to apply for, or perform, the essential functions of the position in question.

Environment: Work is performed primarily in a standard *office* environment. Employees may work under the stress of regular interdepartmental interaction and pressure to meet various deadlines.

Physical: Essential functions require sufficient physical ability and mobility to work in an *office* setting. While performing the duties of this job, the employee is frequently required to stand and/or sit for prolonged periods of time; must be able to hear and verbally communicate in order to exchange information in person or over the phone; to occasionally stoop, bend, kneel, crouch, reach and twist; to lift, carry, push and/or pull up to 25 pounds of weight; to operate

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office equipment requiring repetitive hand movement; to occasionally travel to other locations using various modes of private or commercial transportation.

NOTIFICATION

This Job Description is intended to describe the general nature and level of work being performed by people assigned to this job and is not considered an exhaustive list of all responsibilities, duties and required skills. This Job Description does not constitute an offer of employment. The employment relationship between the Company and its employees is "At-Will" and based on mutual consent. Authentix, Inc. is an Equal Opportunity Employer.

<i>Human Resources use only</i>	
Job Title	
Management (Yes / No)	
Status (Exempt / Non-Exempt)	
Date Revised	
HR Approval Signature / Date	
Executive Approval Signature / Date	