

## **Assistant Vice-President of Sales and Marketing**

A member of the dormakaba group, Skyfold Inc. is the innovation leader in the global operable wall market. Our walls are more than just space dividers – they are innovative, premium multipurpose space solutions that allow architects, interior designers, contractors and end users to redefine how a space is utilized. The easy-to-use, self-retracting system and vertical motion of the operable wall give users the flexibility to quickly divide or expand spaces.

Skyfold is the premium choice for architects, contractors and interior designers and is one of the top three access solution providers. With over 7000 walls installed worldwide, Skyfold walls can be found in some of the world's most iconic buildings. Skyfold is now recruiting a leader for the sales and marketing team to drive ambitious growth plans globally.

### **Position Summary**

Reporting to the Managing Director of Skyfold, the Assistant Vice-President (AVP) of Sales and Marketing is responsible for leading the sales and marketing team, developing and implementing the global sales and marketing strategy, and monitoring and analyzing sales and marketing activities against goals. This includes developing strategic plans, leading people, selling and improving processes.

### **Main responsibilities**

- Lead company sales and marketing teams to achieve and surpass business objectives.
- Establish and implement short- and long-range departmental goals, objectives, policies and operating procedures.
- Manage team performance by analyzing and evaluating the effectiveness and progress of the various initiatives.
- Develop and manage sales and marketing budgets and oversee the development and management of internal operating budgets.
- Manage and develop key accounts and coordinate the management of all distributor relationships.
- Oversee the planning and development of marketing and communications materials.

- Supervise the preparation, issuance and delivery of sales materials, exhibits and promotion programs.
- Promote positive relations with partners, vendors and dormakaba entities and distributors.
- Recommend and administer policies and procedures to enhance operations.
- Represent the Sales and Marketing team on the Skyfold Management team and provide strategic input for company business plans.
- Other duties as assigned.

### **Qualification requirements**

- Bachelor's degree with a business concentration is required (MBA is preferred)
- 7 to 10+ years of experience in a sales leadership role (architectural products, project sales and high-profile customers)
- Must demonstrate outstanding leadership, communication and interpersonal skills
- Bilingual preferred (English, French)
- Ability to travel worldwide

### **Competencies:**

- North American experience with a global mindset
- High degree of leadership, autonomy, professionalism and discretion
- Hands-on mentality, strong operational sense to manage a project-based business
- Ability to multitask and establish priorities in a rapidly moving environment
- Strong networking skills; demonstrate diplomacy, empathy and creativity in managing difficult situations
- Team spirit, consideration, ownership and respect for others

Candidates are kindly requested to send their curriculum vitae accompanied by a cover letter to [pleduc@ascens.ca](mailto:pleduc@ascens.ca) no later than August 21<sup>st</sup>, 2020.