



US Sales Director

SOUNDBOKS is an exciting young hardware tech company that is forging a new path in the audio world. As the frontrunner in a brand new category of speakers, SOUNDBOKS is uniquely poised to claim and dominate the battery-powered speaker space. With 40 employees in 3 continents, The SOUNDBOKS team is a dynamic blend of passionate world-changers with little or no corporate experience and seasoned professionals with decades of experience in their fields. Are you looking for a ground floor opportunity with a high potential company that is going places, fast? We hope to hear from you!

JOB TITLE	US SALES DIRECTOR
REPORTING TO	HEAD OF US OPERATIONS
HOURS	FULL-TIME
LOCATION	LOS ANGELES
START DATE	MARCH 2018

Become a Part of the SOUNDBOKS Journey

As director of US Sales at SOUNDBOKS, you will be leading the US sales team of one of the fastest growing hardware startups in town. Based in Los Angeles, you'll work closely with our EU Sales, Marketing & Brand teams to build up and manage our US Sales operations in order to maximize revenue and profit by developing and managing new retailer and B2B partners in the US, Canada, and Latin America.

Our product is turning the heads of US retailers and we are finally ready to build out our US retail strategy. Your role will be more than just selling our product, you'll be working with us to create and dominate a new category of hardware products. So far, SOUNDBOKS is killing the game and we are continually smashing our own growth goals. All this without tapping into the potential of the US retail market. Want to be part of our journey as launch into the next chapter of our future?

Here's what you'll do:

Business planning

- Plan and execute account plan for each key customer (key retailers and distribution partner)
- Ensure high quality forecast planning

Develop and grow retail/eTail channels

- Identify relevant retail accounts within above markets and drive effective pitches
- Set up key channels as direct business (end stage) Potentially start via distribution.

Selection and development of direct distribution partners

- Focus on selecting long term partners with right market position and strong financial position
- Manage and work closely with chosen distribution (importer) partner in each market

Drive sales targets short term and long term

- Drive for urgency in short-term sales growth while building the sales platform for growth well. as



Plan Execute channel marketing planning

- In close coordination with Channel Marketing, develop and execute marketing and PR plan in the market

Here's who you are:

You have 5+ years of experience in retail sales and are ready to step into this role and hit the ground running.

Ideally, you already have already built the retailer and distributor relationships it takes to be successful within the tech hardware world.

You have a deep knowledge of the US retail market. You understand CE retail and can position a product into the right environment for scalable growth.

You are a leader who can build a cohesive team, conduct employee roadmapping, and create/monitor KPIs within your team.

You are relentless about growth - both personal and professional. You see the challenge and opportunity in working with a startup like SOUNDBOKS

Want to join the team?

We want to hear from you. Seriously!

We thoroughly assess every applicant from a holistic perspective. Fancy degrees and sexy resumes don't mean much to us.. The key to success at SOUNDBOKS is to be teachable, be hungry, and be fun. The rest will come.

To apply send your resume and a cover letter to USjobs@SOUNDBOKS.com. Please don't send us cookiecutter bullshit.

If you have any questions about the position, please contact Brian Miller via email at brian@soundboks.com or via phone at 925.354.7648.