

## Director of Marketing and Sales

### **Description:**

Seeking a marketing leader who is passionate about driving the conversation about new technologies and emerging aerospace markets. This position is a key role on the VerdeGo Aero leadership team, driving our communications strategy and influencing how we are positioned in the marketplace. This role is responsible for developing messaging around the company's product lines and technologies, and implementing this messaging in presentations, websites, marketing collateral materials, social media, and trade events. This role is also positioned as a key spokesperson for VerdeGo in front of both commercial and technical audiences. The Director of Marketing and Sales will be in charge of developing marketing and sales practices that increase awareness and demand in the aerospace industry.

### **Responsibilities:**

- Develop and implement the communications strategy for messaging related to VerdeGo's technologies, product lines, and corporate image
- Monitor and report all sales activity within the company
- Identify, manage, and close opportunities with new customers
- Showcase the company's technologies and products in an attractive manner to new and existing customers
- Build close relationships with key stakeholders at customers
- Maintain sales forecasts
- Build internal relationships with the business development, engineering, and financial groups and use their knowledge to help close sales
- Partner with HR to develop communications materials to sell VerdeGo as an attractive career option for new hires

### **Requirements/Qualifications:**

- Bachelor's degree in marketing, business administration,
- At least 5 years of relevant experience in aerospace sales or marketing
- Background knowledge in aerospace, technology, or manufacturing environment
- Strong leadership skills
- Exquisite organization skills
- Excellent Excel knowledge
- Strong work ethic and team-oriented goals
- Distinguished communication and interpersonal skills.

### **Schedule:**

- Full time position