



America's premier innovator, designer and manufacturer of high-performance wire and cable with a 60-year history of providing solutions to the toughest problems in the world's most extreme environments. We excel at developing customized products, utilizing our cross-linked irradiation technology, that meet power, signal, and data transmission needs—no matter how demanding the challenge—while exceeding standards for quality, durability and safety.

DIRECTOR OF BUSINESS DEVELOPMENT

Position Summary/Objective

The Director of Business Development is responsible for setting the direction, establishing market and customer targets, and creating exceptional sales growth within the assigned markets. By establishing strong relationships with the customer's Engineers, will work to achieve specification position on engineering documents with the purpose making Champlain Cable the preferred source for specialty cable. The incumbent will ensure integration of customer requirements and specification with Champlain Cable internal product.

Essential Functions

- Work with Champlain Cables research and development team to ensure timely and successful development of products and compounds to meet customer needs.
- Achieve annual target of 25% of sales from New Products.
- Commercialize new products to achieve set annual targets.
- Train regional and district managers to create sales, develop new products, answer product performance questions.
- Analyze market potential for new and existing products and develop market strategies.
- Implement sales plans to ensure significant sales growth.
- Coordinate product development with R&D, Engineering, Operations, Purchasing and Quality, both internally and with potential customers.
- Coordinate outside tests and approvals such as UL, CSA and ETL.
- Work with engineering to create product drawings, quotations, and product literature.
- Work with various industry committees, to keep in touch with industry changes and upcoming needs and influence decisions mad for specification requirements that help Champlain Cable achieve the best specification position possible in the industry.
- Update Web site with current product information.
- Attend trade shows and coordinate as needed.
- Perform other duties as assigned.
- Specific duties and responsibilities outlined in the environmental management system manual, including but not limited to:
 - Perform job in a compliant and environmentally safe manner.
 - Follow all facility environmental policies and procedures.
 - Engage in continual improvement efforts to reduce environmental impacts.

- Report all environmental incidents or concerns to EHS manager.

Competencies

- Leadership
- Strategic Thinking
- Results Driven
- Business Acumen
- Decision Making.
- Financial Management
- Customer Focus
- Problem Solving/Analysis
- Technical Capacity
- Time Management

Supervisory Responsibility

This position has supervisory responsibilities.

Physical Demands

- Prolonged periods of sitting at a desk and working on a computer.
- Must be able to lift 15 pounds at times.

Position Type and Expected Hours of Work

This is a full-time position. Days and hours of work are Monday through Friday. Evening and weekend work may be required as job duties demand. This is a leadership and executive level position. As such, days, times, and hours vary according to the job duties.

Travel

Up to 40% travel is expected for this position.

Education and Experience:

- Bachelor's degree, technical discipline preferred, MBA preferred
- 10 to 15 years of related industry experience with increasing level of accomplishment in Sales, Business Development, Product Management, Application Engineering. Wire & Cable experience preferred but not required. Significant and increasing responsibility within the automotive and commercial vehicle markets required.
- Proven track record of successful Project Management