

Job ID: RK053113A
Job Title: General Manager
Degree Requirements: Bachelor's Degree, MBA Preferred
Years of Experience: 3-5
Type of Position: Direct Hire
Salary Range: \$70,000 - \$80,000 + Incentives
Location: Near Atlanta, GA
Travel Required: 30% including International

Our Georgia based client has an **IMMEDIATE NEED** for a **General Manager**. This client has revenue between \$5,000,000 - \$6,000,000.

A Bachelor's degree is a **MUST** and a MBA, preferably in a technical or financial arena, will be a plus. This position requires that you be able to travel domestically as well as internationally.

Relocation assistance has been budgeted for this position.

The **MUST HAVE REQUIREMENTS** of this position include:

- * Bachelor's Degree
- * Prior Leadership experience and expertise in a leadership role in a mid-sized company
- * Direct Technical Sales experience and expertise with existing and prospective customers
- * Marketing of Technical products
- * Prior experience and expertise negotiating prices and delivery
- * Ability to travel domestically as well as internationally

PLUSSES in this position include:

- * Advanced degree (technical or financial)
- * Knowledge of German language (written and spoken)

Reporting to the parent company in German, the **RESPONSIBILITIES** of this position include, but are not limited to:

- * Control and management of the US operation
- * Personally sell and market to present and potential client base
- * Optimize present sales organization
- * Work closely with parent company defining and accomplishing strategic and tactical goals
- * Develop and implement pricing strategies
- * Build competitive analysis information
- * Lead, motivate, grow, and motivate National Sales Team
- * Submission and Attainment of monthly, quarterly, and annual goal reports
- * Develop and manage budgets and costs
- * Develop the organization in order to grow the sales and profitability
- * Work internally and externally to Find, Develop, and Grow a group of company leaders

If you meet these requirements and wish to be considered for this position, send your résumé to us in a Word document at Resumes@PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email.

In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your MINIMUM salary requirements.

KEY WORDS: Executive Leadership, President, Vice President, VP, Technical Monitoring Equipment, Sales, Marketing, Infrared Temperature Measurement, Combustion & Environmental Monitoring, Performance Measurement Solutions, Portable Hand-Held Combustion Analyzer, Portable Hand Held Emission Analyzers, Gas Analyzers, Boilers, Burners, Engines, Turbines, Generators, Kilns, Dryers, Heaters, Ovens, HVAC, ISO 9001, Six Sigma, LEAN, Thermal Imaging, Georgia, GA