



2921 Thorne Drive Elkhart, IN 46514 PH: (574) 264-9639

About Gillette Generators

Gillette Generators has been a leading independent manufacturer of standby and prime power generators for over 60 years. We supply generators into commercial, industrial, oil/gas, telecom, wastewater, military, and critical infrastructure industries. We have 2 plants, ~90,000 square feet, located in an industrial campus setting in Elkhart, Indiana: the heartland of American manufacturing. We have a complete line of over 50+ different generator models from 25Kw through 2MW. We manufacture our generators using only world-class power generation industry leading components such as: PSI, John Deere, Volvo, Perkins, Mitsubishi engines, Eaton and ABB circuit breakers, and Cummins/Stamford generator ends.

The Opportunity

Based out our headquarters in Elkhart, IN or remotely the **VP of Dealer Development** role will be a critical leader involved in the growth of the company. The candidate will remote directly to the CEO and be involved with expanding our dealer base by adding new dealers and expanding our dealer geography and growing our share of wallet with existing dealers throughout North America.

Duties and Responsibilities

- Meet with and build relationships with new and existing generator dealers
- Create strategy framework to expand Gillette's dealer network
- Manage all key opportunities and pipeline through Salesforce
- Meet all weekly, monthly, quarterly and annually established orders and revenue targets
- Ability to travel 50% or more of the time
- Ability to present and articulate Gillette Generators products and capabilities to dealers via in person and video meetings
- Maintain an awareness of Gillette Generators competitiveness in the market and provide quarterly competitor analysis
- Support new product launches
- Assemble product submittals and work with dealers to get jobs approved by engineers
- Customer technical support and parts requests.



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Qualifications and Experience

- A bachelor's degree in business or engineering or 10+ years of relevant generator sales experience.
- Experience in the generator industry is critical.
- Strong verbal, written communications and interpersonal relationship building skills.
- Proficient in "Microsoft Office" products (Word, Excel, PowerPoint, Outlook).
- Experience with Salesforce and Sage 100 ERP helpful
- Highly motivated, able to work well within a team environment, and to develop strong working relationships across all levels.
- Ability to work in a fast-paced environment.
- Multi-tasking abilities required for successful job completion.
- The position is on-site or remote with an office/manufacturing floor setting.

Personal Attributes

- Must be a team player up and down the organizational structure and across departments.
- A creative results-oriented leader who is particularly good at balancing multiple priorities and issues.
- Must have integrity and be dedicated to the principles of developing a strong collaborative organization with well-developed coaching skills.
- Proven leadership, self-confidence, and a solid track record of accomplishments in challenging environments.
- High energy with a passion for leading high growth business.

Compensation

- This will align to candidate's experience, and total comp will be a combination of base comp, company bonus plan, and equity.