



Position Description

Title: Executive Sales Manager (Multiple positions open)

Company Applied Silver (ASI) is transforming everyday linens and clothing used in healthcare, sports, hotels, and homes into germ killers, infection fighters and health protectors. ASI has developed, patented and is marketing SilvaClean®, a technology platform that renders textiles residually antimicrobial. It constitutes a smart, micro-dosing system with cloud based (IoT) monitoring dispenses silver ions into the laundry rinse cycle. protecting fabrics with active pathogen-and germ-killing properties even after laundering (e.g. in storage, during handling and in use). The company's product, SilvaClean® kills harmful bacteria, mold and mildew on treated textiles and has been successfully deployed in infection prevention programs for healthcare, sports and in hospitality thereby creating a new standard of "hygiene" in textiles. The company is planning a launch of an in-home use product later this year. Applied Silver offers a unique opportunity for a Sales Executive with a proven track record and industry relationships. Applied Silver is a privately held company located in Hayward, CA 15 minutes south of SFO.

For additional information, please visit www.appliedsilver.com

Position Summary:

The Applied Silver Sales Executive is a direct field sales position responsible for achieving or exceeding the assigned territory/segment sales plan. The right candidate will have strong selling skills and industry relationships that will translate into immediate business results.

Location: A major city in the Eastern, Midwest or Western United States

Requirements: Bachelor's degree, a proven sales track record in 1 or more of the market verticals ASI sell into with a strong actionable, database of customers

Compensation: Salary, Incentive Plan, Stock Options

Key Responsibilities/Skills:

- Strong closing skills
- Grow revenue across Applied Silver's direct sales channels and markets to achieve Management defined sales goals: Professional sports/hotels/spas/healthcare
- Understand the importance of Infection Control and how to position innovative technology to demonstrate customer ROI
- Business acumen – Commitment to rigorous territory planning, market knowledge, both accurate and timely forecasting.
- Develop and manage to a business plan to meet or exceed business goals agreed upon by commercial management for the territory.
- Team Player
- Consistently and accurately manage sales process including sales forecasting, pipeline management, and sales tracking

Ideal Candidate: The successful candidate will have at least ten years of experience in Business Development/Sales leading successful territories/teams (global preferred) in one or more of the following: healthcare, hospitality or sports medicine. Knowledge of Infection Prevention is required. The ideal candidate will have a bachelor's degree (MBA is a plus) or appropriately relevant work experience. The candidate will also have the following characteristics:

- Deep understanding of healthcare/hospitality/sports medicine purchasing and decision-making processes.
- Understand hygiene, cleanliness and Infection Control needs in facilities to position SilvaClean as a must-have.
- Sales acumen – Demonstrates funnel management skills with strong hunting/prospecting and closing skills.
- Clear and proven track record of selling new technologies/products and innovative pricing/business models.
- Experience developing new sales channels.
- Track record of successful management in a start-up/smaller scale but rapidly growing environment.
- Strong written and verbal communication applicable to all stakeholders.
- Knowledge of selling infection control/ hygiene and cleanliness products to sports facilities OR hotels/spas OR Assisted Living/Long Term Care facilities.
- Knowledge of accounts in territory is preferred.

Personal Characteristics:

- Driven, creative and independent thinker backed by the courage of one's convictions.
- Team player.
- Outgoing personality and presence.
- High level of intellectual and personal integrity, with a strong sense of urgency and accountability.
- Communicates clearly, openly.
- Ability to give and receive feedback
- Able to quickly command respect and credibility.
- Assertive personality, with a "take the hill" approach to overcoming business obstacles.
- Possesses a passion for great work; works intensely to pursue excellence and achievement.
- Ability to analyze, distill, and articulate complex concepts.