



General Manager / VP of Sales

Company Information:

SafetyMax Corporation was founded in 1991 in San Francisco and specializes in emergency preparedness consulting, training and supplies. Our current clients include the "Who's Who" of the Fortune 1000 and many of the leading employers in the country. There is a tremendous need for our products and services and we are in position for rapid growth. Check us out at www.safetymax.com

Job Description:

As General Manager you would be responsible for all aspects of business and sales operations and would work directly with the president and founder of the company to develop and execute the company's growth objectives including:

- Recruiting, managing, coaching and developing the team
- Develop a winning sales organization
- Creating effective sales compensation plans
- Establishing processes and procedures for SafetyMax's operations and monitoring execution of objectives
- Overseeing administration of computer network, business applications and information systems

Job Requirements:

- 10 years related business experience
- Demonstrated track record of growing sales and managing a sales force.
- Proven success in budgeting, customer service, management, interacting with clients, creating and implementing business strategy with solid time management skills.
- Strong financial analysis skills and P/L experience
- Forward thinker who works well in entrepreneurial setting
- Strong technological background with computers and business applications
- Bonus: Experience with fire life safety procedures, medical response, AEDs and other emergency equipment.

Compensation:

We offer a competitive salary and benefits package as well as profit sharing and equity positions in the company.

IMPORTANT NOTE TO ALL APPLICANTS:

For immediate consideration, submit your resume if you have one but more importantly, write a few sentences on what caught your interest and how you meet the skills listed below. Keep it short, personal and to the point and please DO NOT send a "form cover letter" as your reply will most likely be ignored. We want to hear from you NOT SOME FORM LETTER YOU CUT AND PASTED! Show us your personality and that you read this listing. Please email to jobs@safetymax.com. Look forward to hearing from you.