

Association for Manufacturing Excellence
Volunteer Role Description

Title: Director, Sales and Outreach

As a member of the Management team, provide leadership for the strategies and tactics related to identifying sales and outreach opportunities to AME and developing win-win agreements. The role works in collaboration with several members of the AME staff who support the execution of agreed-upon strategies.

Here's what you'll do:

- Identify a sales strategy for AME and identify target markets
- Develop and negotiate proposed sales agreements that are mutually beneficial
- Identify grant opportunities to support AME programs and initiatives
- Monitor execution of deliverables by both AME and the partner
- Represent and maintain sales relationships on behalf of AME
- Serve on the Management Team and work collaboratively with team members in support of sales and grant initiatives

Here are some more specific things you'll do:

- Work with volunteer network and staff to identify potential target market and customers
- Develop and report on progress towards key metrics for sales
- Periodically report progress to the Management Team and Board of Directors
- Participate in the AME annual strategic planning and budgeting process
- Maintain solid working relationships with key stakeholders
- Identify a successor and work with that successor for, ideally, a minimum of six months to ensure a smooth transition

Impact

- You will help improve the value proposition for AME members through identification of strategic target markets
- Your work will broaden the scope of AME's presence in the continuous improvement community

Good Stuff

- You will be empowered and expected to bring your best ideas to AME, and to offer feedback and constructive critique
- You will have clear objectives, with flexibility in designing approaches to achieve them
- You will join a dynamic and collaborative team of exceptional professionals
- You will be supported in this role by the AME staff and other volunteers
- You will grow your network of continuous improvement professionals

We're Looking for Someone Who Is...

- Passionate about helping AME grow
- Committed to AME's mission to inspire a commitment to enterprise excellence through experiential learning by bringing people together to share, learn and grow
- An experienced team leader and a respectful, engaged contributor to a dynamic, multi-faceted team
- Adept at working with virtual teams (i.e., geographically distributed colleagues)
- Enjoys the sales and marketing roles and can identify grant opportunities
- Can help write grants
- A strong written and oral communicator
- A strategic thinker who is able to prioritize among competing needs

You Will Thrive In This Role If...

- You love AME, its mission and its values
- You have your company's support
- You have a willingness to learn from and collaborate with colleagues as you do transformative work
- You know how to give and receive feedback
- You are creative and willing to try new strategies that serve our mission and key objectives
- You're a person who gets the job done

Other Key Information

- We will pay you \$0
- You will be expected to attend Management Team meetings via Zoom (between 6 and 12 per year)
- The expectation is that you can commit to serving in this role for 2 years
- This role may be based anywhere in North America

Expertise

- Good understanding of sales strategies
- Ability to negotiate win-win solutions
- Experienced in continuous improvement tools and people-centric leadership