

Protecting the Vulnerable™



POSITION SPECIFICATIONS

Sr. Manager Continuous Monitoring Solutions Sales

Date 27 July 2021



Invested in the future of
safety and efficacy.

ABOUT OUR COMPANY

Mesa Laboratories, Inc. (Mesa) is a global technology innovator committed to solving some of the most critical quality control and analytical challenges in the pharmaceutical, healthcare, industrial safety, environmental, food and beverage industries. Mesa offers products and services through four divisions (Sterilization and Disinfection Control, Instruments, Cold Chain Monitoring and Cold Chain Packaging), which help our customers ensure product integrity, increase patient and worker safety, and improve quality of life.

Today, each of Mesa's products and services play a role in ensuring the safety and efficacy of the products we use every day. No matter if it's the environment, products or people, Mesa is committed to Protecting the Vulnerable™.

Founded in 1982, Mesa went public in 1984. After 10 years of more than 15% growth per year, the company now has revenue approaching \$100M and a market cap of approximately \$750M. Our growth is attributed to the 350+ dedicated employees who follow our customer-focused, lean-based value system, called *The Mesa Way!*. The Mesa Way! is based on four pillars that drive our work every day:

Measure what Matters: We take the customer's perspective, our "True North", both to measure what matters most to customers and to set absolute standards for performance. We manage to leading indicators, which drive us to proactively avoid problems.

Empower Teams: We move decision making as close to the customer as possible and provide the structure and real time communication forum to align the whole organization behind surpassing customer expectations.

Steadily Improve: We leverage a common and proven set of lean-based tools to prioritize our biggest opportunities, address those opportunities at root cause, and quickly implement change.

Always Learn: We ensure that improvements are sustained, enabling us to raise performance expectations and repeat the cycle of improvement. Equally, this cycle strengthens the Mesa team by providing endless learning opportunities for our employees and helps us to become an employer of choice in our communities.

Sr. Manager of Continuous Monitoring Solutions Sales

Position:

Posting Expiration:

Location of Position: Lakewood, CO
Reporting Relationship: SVP of Commercial Operations
Job Classification: Salary
Supervisory Responsibilities: You will Lead Regional Sales Mangers, Inside Sales Representatives, and Channel Account Managers
Scope of Position: This Position is a Second Line Supervisor reporting directly to the SVP of Commercial Operations. This position is responsible for leading a team of direct and channel sales associates. The primary objectives for this role are to accelerate profitable sales volume and market share growth of Mesa's Continuous Monitoring solutions in North America and DataTrace products and services globally. The successful candidate will be expected to lead these teams to deepen customer relationships, improve sales execution, and elevate their commercial capabilities. This leader deploys rigorous daily management of commercial processes against growth initiatives to maximize results, while advancing the effective use of best practices, and productivity of all team members. In addition, this leader ensures proper cross-functional engagement in critical customer issues and large opportunities. This leader is responsible for identifying and prioritizing talent and capability improvements to ensure ongoing customer satisfaction and market share growth

Essential Duties

1. Drives Accelerated Growth and achievement of bookings and revenue targets through rigorous daily management of fundamental sales process and team focus.
2. Leads Mesa Continuous Monitoring and DataTrace teams and our Channel Partner efforts to continuously improve customer satisfaction, value delivery, and share gain in areas of responsibility.
3. Leads team in annual Commercial Planning to identify market drivers and growth opportunities. Develops baseline bookings forecast and stretch targets for specified product lines/segments in defined geographies.
4. Drive disciplined focus on leading indicators to ensure consistent target achievement. Improves the daily management and problem-solving skills of the team members.
5. Drives ongoing improvement in opportunity pipeline management including prospecting, territory management, leads management, and opportunity management through defined sales cycle stages using CRM.
6. Drives advancement channel partner management process to ensure proper market coverage, enhanced value to end users through the Mesa /Channel Partner relationship and accelerated growth and share gain through coordinated efforts with our partners.
7. Enforces clear pricing to direct customers and Channel Partners. Ensures Channel Partner compliance with all applicable regulations.

8. Ensures coordinated target setting with Mesa Sales and Channel Partners and installs cadence of business reviews to ensure effective collaboration on developing, advancing, and winning sales opportunities.
9. Drives continuous improvement in onboarding and skill development of team members and channel partners with execution of defined training curriculum.
10. Contributes to Mesa Labs strategic planning process and informs Product/Service portfolio improvement through effective communication of market insights.
11. Develops and manages OPEX budget within expectations.

Key Deliverables

- Bookings Growth Meets or Exceeds Annual and Quarterly Targets
- Price Realization Meets or Exceeds Annual Targets
- Manages Expense Budget to Expectations

Professional Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The categories listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or Experience:

- Minimum 10+ years' experience successfully leading direct sales teams in complex sales to multi-stakeholder customer and B2B sales through Channel Partners where applicable.
- Experience driving discipline and commercial process execution using CRM data.
- Bachelor's degree and experience in related discipline strongly preferred.
- Demonstrated ability to build and improve team talent.
- Demonstrated ability to drive success through cross functional and business partner collaboration.

Compensation Level

- \$125,000-130,000

Physical Demands: While performing the duties of this job, the employee is regularly required to stand or sit for extended periods of time. If reasonable, requests regarding ergonomic concerns will be considered. For individuals with disabilities, accommodations may be made to perform the essential functions. Lifting is required every day.

Work Environment: The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

This is a high volume, high energy manufacturing facility that works to meet manufacturing deadlines. An enthusiastic, positive attitude is highly encouraged and conducive to a productive successful atmosphere. Common sense judgments and problem solving is desirable. Must have the ability to handle repetitious and tedious job functions.

A typical office environment and biological laboratory environment comprise the bulk of the work environment for this position.

Compensation: Salary, general bonuses, and benefits will be offered commensurate with the successful candidate's experience and qualifications. Benefits include medical, dental, vision, life, accidental death and dismemberment, short term and long term disability, Paid Time Off, paid holidays, 401k retirement with company match.

Contact: Jordan Dean | Jordan.Dean@mesalabs.com | 919-535-4103

How to Apply: Please apply by following this [link](#).

***Mesa Labs is an Equal Employment Opportunity Employer.
Mesa Labor prohibits unlawful discrimination and harassment against applicants or employees based on age, race, sex, color, religion, creed, national origin or ancestry, disability, military status, sexual orientation, or any other status protected by applicable state or local law.***

