



Comet Solutions, Inc.  
425 Walnut Street, Suite 1110  
Cincinnati, OH 45202  
www.cometsolutions.com  
jobs@cometsolutions.com

**POSITION:** Director of U.S. Sales, Industrial and Consumer Sectors  
**LOCATION:** Cincinnati or Detroit areas  
**REPORTS TO:** President & CEO  
**TYPE:** Full-time permanent position

Comet Solutions, Inc. provides software-based solutions used by product design workgroups to make better design decisions, complete conceptual design evaluations early and automate time-consuming simulation processes. Within Comet's Performance-Engineering Workspace, engineering analysts capture knowledge, processes and models (i.e., engineering intent) in templates, which allow simulation work to impact the product design and enable non-experts to run complex simulation studies. Comet Solutions is a privately-held company whose customers are leaders in the aerospace, defense, industrial equipment, consumer electronics and transportation sectors.

#### **GENERAL SUMMARY OF POSITION:**

While many of Comet's early customers have been within the aerospace and defense systems sectors, the Company has recently introduced engineering software applications and earned new reference customers in the industrial and consumer sectors, especially in the Off-Highway vehicle segment. The Company desires to build on this momentum and to expand its sales success under the leadership of a sales executive with a proven track record in these sectors.

This position requires a hands-on individual to drive revenues and sales productivity through development of focused sales plans, prospecting and developing a customer base. The ideal candidate is an experienced sales prospector and closer with a significant amount of industry contacts (both engineering executive and CAE analyst users) who is able to generate new software license business despite Comet being a young company with a relatively new product. He/she will thrive on the opportunity to be part of the Company's leadership team in growing the business.

We are looking for candidates with successful experience in hands-on major account/industry sales positions in the CAE and CAD software industry and in developing strategies and plans to reach aggressive goals. Our candidate is very ambitious, has excellent written and verbal communication skills and is seasoned in managing sales campaigns across both technical influencers and economic buyers. Most time will be spent on direct sales activities in various stages of the sales cycle from discovery to vision creation to proof which requires activities such as prospecting, customer needs assessment, product demonstration, process assessment, pilot projects, technical validation and presenting a compelling technical solution. The ideal candidate is able to accelerate the sales cycle through his/her skills in defining, presenting and proving a value-based solution to pressing customer problems.

#### **PRIMARY RESPONSIBILITIES:**

- Prospecting, Qualifying and Closing sales to meet or exceed annual quota
- Industry segmentation and account penetration planning
- Selling into a workgroup setting and expanding into multiple workgroups within an enterprise
- Lead technical resources to perform demos, benchmarks and ROI assessments
- Forecasting bookings accurately on a quarterly basis

#### **SECONDARY RESPONSIBILITIES:**

- Work with others to establish product priorities and assist in the building of marketing programs
- Play key role in identifying partner and alliance opportunities within Industrial and Consumer sectors

#### **QUALIFICATIONS (in priority order):**

- Demonstrated ability to open *new* customers and drive *new* revenue business
- 5+ years experience working within and/or selling to the Industrial and Consumer sectors
- 10+ years experience as a sales professional, primarily within CAE software and services
- Success selling at the workgroup level and growing those initial opportunities into larger sales
- Must understand, and preferably have worked within, a smaller team with distributed resources
- Willingness and ability to travel within North America



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**EDUCATION:**

- BS Engineering (Mechanical preferred)

**BENEFITS:**

- Competitive Base Salary and Bonus Plan
- Employee Stock Option Plan
- Paid Holidays and Vacation
- Comprehensive Health/Dental/Vision Benefits, including Life Insurance as well as Short and Long-Term Disability
- IRA Plan with company match