

Our client, an international leader in analytical, forensic and diagnostic services and reference standards is seeking a Director of Operations and Sales to serve in a leadership role across all operations in the USA.

Candidate requirements:

- Proven operations and sales/business development background in a scientific or technical environment with the ability to bring new work into the business and to establish new service offerings in line with the developing growth strategy.
- Demonstrated ability to lead a diversification strategy.
- Successful history working in both the public and private sectors with ability to recognize the intricacies involved when working with multiple stakeholders in a community or organization where relationships can be complicated and priorities often conflict.
- Capable of developing, communicating to all relevant stakeholders, and then delivering a vision
- Excellent communication and presentation skills

Desired Skills / Traits:

- Ambitious and self-motivated
- Goal-oriented
- Excited at the opportunity to create something new
- Entrepreneurial spirit
- Positive, motivating, can-do approach

An established reputation within the food, consumer products, or pharmaceutical analytical testing environments with the ability to engender confidence with key clients and decision makers would be highly preferred, but not required. Position is located in the Southeast. Moderate amount of travel required (most domestically, some internationally).

Detailed job description available at www.cmiconsulting.com

Best Regards,
Lisa Snyder

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