Director of International Sales

Green Matters Technologies Inc. is a manufacturer (OEM) and distributor of heat-recovery technology used in the residential and commercial production of hot water, based in Langley, BC. We are hiring a Director of International Sales.

Position Summary

The Director of International Sales is a senior management position responsible for planning, organizing, directing, controlling and evaluating the international sales operations of Green Matters Technologies Inc., including the Company's activities across the Caribbean, Latin America and other export markets. The role is accountable for sales strategy, revenue targets, client relationships, and leadership of the international sales team.

Key Responsibilities

- Planning, organizing, directing and evaluating the Company's international sales operations across the Caribbean, Latin America and other export markets
- Setting sales targets, budgets and strategy for the international sales function, and monitoring performance against these goals
- Leading, training and developing the Company's sales team and representatives supporting international markets
- Negotiating high-value contracts with corporate and institutional clients
- Managing key client relationships and overseeing account portfolios across assigned regions
- Collaborating with marketing and engineering teams to align product and service offerings with client needs
- Reporting directly to the Chief Executive Officer on international sales performance and strategy

Qualifications

- Bachelor's Degree in Production/Industrial Engineering and a Master of Business Administration (MBA), or an equivalent combination of education and experience
- Minimum of six (6) years of progressive experience in business development, account management and sales leadership
- Proven experience managing sales teams and negotiating corporate contracts
- Fluency in English, Spanish and Portuguese
- Strong communication, negotiation and cross-cultural business skills