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| Job Title: | Director of OEM Business Development | Approved: | 12/05/25 |
| Job Classification: | Salary | FLSA Status: | Exempt |
| Department: | Sales & Marketing | Reports To: | CEO |
| Location: | Vista, CA (Remote considered for right Candidate) | | |

The Role:

The Director of OEM Business Development will work with the leadership team to create OEM business development goals, working to increase sales, and distribution for assigned strategic OEM account list. The Director will have a strong history of successful senior executive relationship management in the material handling space, preferably possesses innate leadership qualities, excels in maintaining client and vendor relationships, and has a real passion for sharing the benefits our products offer. This role reports to the CEO and is located in Vista, CA with remote considered for right Candidate.

Essential Duties and Responsibilities:

- Collaborating with the leadership and sales team to establish and execute strategic partnerships and goals for the assigned OEM strategic accounts.
- Forecasting annual, quarterly, and monthly OEM progress to goals.
- Establishing working relationships with engineering, product, support, finance, and marketing teams.
- Developing specific plans to ensure both long and short-term growth goals.
- Build and maintain positive OEM, channel, and customer relationships, including contract negotiations.
- Attend trade shows and conventions as needed.
- Performs other related duties as assigned.
- Ideally work daily from Vista, CA headquarters or spend significant time onsite.

Required Education and Skills:

- Bachelor's degree in business, marketing, or related field preferred
- 7+ years of relevant sales and business development experience
- Proficient with Microsoft Office 365 tools
- History of success in building a regional market and OEM relationships in Material Handling is a must.
- Natural leader with proven management skills
- Experience forecasting sales and building a dealer and/or customer base
- Flexible schedule and willing to travel without any restrictions.

Other Duties:

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.