



**G&D North America Inc.**  
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Los Angeles – New York – Atlanta



## SALES CAREER OPPORTUNITY

### JOB DESCRIPTION (Short Form)

September 8, 2019 1 page

# Director of Sales – Greater Atlanta-based

**Global Leader in KVM Solutions for TV Broadcast/Production/Post  
Remote/OB Vans – Network Control Rooms – Command Centers  
KVM-over-IP – Digital KVM – Small to very large Matrix Switches**

**G&D North America Inc.** (GDNA) has an immediate opening for a seasoned sales professional in the position of Director of Sales working from home office located in the greater Atlanta area. GDNA is headquartered in Burbank, CA and is a wholly owned subsidiary of Guntermann & Drunck GmbH of Siegen, Germany, a world-wide leader in professional, mission critical KVM solutions. GDNA also operates a regional sales office in the greater NYC area. Interested candidates/applicants should currently reside in the greater Atlanta, GA area. Employment starting date is as soon as possible. Attractive compensation is made up of salary, commission and allowances.

#### Sales Responsibilities:

The Director of Sales shall be responsible for all field sales of G&D products and solutions to end-users, integrators and resellers in the assigned Territory. Several years of current successful TV broadcast hardware sales experience is required. The position reports to the VP Sales & GM based at the Burbank North American HQ. Prior KVM sales experience is obviously a plus, but is not required. G&D will provide a high level of factory product training at start of employment.

#### Who is G&D? Guntermann & Drunck GmbH (G&D) G&D IF IT'S KVM

Founded in Germany in 1985, G&D is a world leader in the design and manufacture of KVM extenders and matrix switches, and recently KVM-over-IP solutions. Our many successful and large installations in North America and around the world over the years have enabled us to achieve a very wide, highly flexible and cost-effective KVM product line, offering performance, quality and reliability second to none. Guntermann & Drunck is a most reliable partner for the delivery of KVM solutions. G&D initiated US operations in 2015. Major customers include TV networks, Sports TV Channels and TV Stations.

#### Do you know someone who may be interested in this Sales Career Opportunity?

Please make him/her aware of this job opportunity by forwarding this PDF short form Job Description. Tore B. Nordahl of nordahl.tv LLC is retained by G&D to manage this search for the greater Atlanta based Director of Sales. Applicants may simply email their Resume to [tore@nordahl.tv](mailto:tore@nordahl.tv) or, as a first step, call Tore in Los Angeles at 818-366-0448 or cell 818-470-8884. Cover letter not required.

**NOTE: We do NOT accept Resumes or responses from Recruiters and Search Consultants.  
Resumes are only accepted from principal job seekers.**

Please visit our Websites [www.gdsys.de](http://www.gdsys.de) [www.gd-northamerica.com](http://www.gd-northamerica.com)

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