



DRI Corporation
4018 Patriot Drive, Suite 100
Durham, NC 27703
www.digrec.com

OPEN POSITION

DIRECTOR OF SALES – TWINVISION NA, INC.

DRI Corporation (NASDAQ®: TBUS) is a technology leader within the surface mass transportation markets around the globe. For more than 25 years, we've been designing, manufacturing, marketing, and servicing our proprietary line of digital communications and security products for the public transit industry – products that improve the flow, mobility, and safety of people traveling through transportation infrastructure. With corporate offices in Dallas, Texas, we serve our customers through subsidiaries in Durham, N.C., Australia, Brazil, Germany, Singapore and Sweden, as well as a joint venture in India.

We are seeking a Director of Sales to provide strategic guidance and field sales management for TwinVision na, Inc.'s current and future product lines. Based in Durham, N.C., this position is responsible for growing and maintaining existing business relationships with clients.

The successful candidate will be responsible for the following:

- Develop and implement strategic sales plans and forecasts to achieve TwinVision na, Inc.'s objectives for products and services
- Deliver weekly reporting to the General Manager with regards to sales, opportunities and account status
- Direct sales forecasting activities for both exterior sales representatives and internal sales team
- Establish and maintain relationships with industry influencers and key strategic partners
- Represent TwinVision na, Inc. at trade association meetings to promote products
- Meet with key clients, assisting with maintaining relationships and negotiating and closing deals
- Monitor competitor products, sales and marketing activities
- Other duties as assigned

We are looking for an individual that possesses the following key competencies:

- Demonstrated management and team-building skills
- Proven track record for successful sales closure and customer satisfaction
- Proven leader with ability to multi-task

- Self-starter with the ability to work independently in a fast-paced environment
- Excellent analytical and problem-solving skills
- Demonstrated self-assurance, assertiveness and excellent listening skills
- Demonstrated ability to create insightful and effective solutions
- Proven ability to drive cooperation/collaboration in a team environment
- Effective utilization of productivity tools (e.g., Microsoft® Word®, Excel®, Outlook®, PowerPoint®, etc.)
- Excellent verbal and written communication and presentation skills
- Excellent negotiation skills
- Excellent interpersonal, organizational, and time management skills
- Proven ability to establish and lead teams to meet aggressive milestones and deadlines, while managing multiple priorities
- Must be versatile, flexible and proactive when resolving technical issues
- Must be able to travel 50 percent domestically

The qualified applicant should have at least ten (10) years of progressively responsible experience in marketing and selling within the transit industry with either an Original Equipment Manufacturer (OEM) or supplier of products, along with a minimum of five (5) years in a leadership role. A bachelor's degree in Business Administration, Marketing/Sales, Engineering, or related field or equivalent industry experience is required.

Please forward a resume **with salary requirements** to hr@digrec.com.

We prefer a resume in a Word format attachment.

No resumes accepted from third parties.

Visit our Web site at www.digrec.com.

**DRI VALUES DIVERSITY AND WE ARE PROUD TO BE AN
EQUAL OPPORTUNITY EMPLOYER**

M/F/V/H/D