



Position: **Area Sales Manager**

Department: **Sales**

POSITION INFORMATION: Markets and sells ideas and services for the purpose of manufacturing miniaturized electronics as identified in the strategic sales and marketing plan.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

1. Build strategic customer relationships at the executive and key department levels within the customer segment.
2. Establish/identify account priorities to develop business strategies along with a strategic plan.
3. Achieve profit margin revenue goals while qualifying the targeted clients.
4. Increase or maximize market share by prospecting and identifying new opportunities within the current customer and prospecting for new potential customers.
5. Ultimately accountable for issue resolution and customer satisfaction at account(s) within assigned territory
6. Work with customers engineering management to understand the customer's needs, market trends, and industry challenges.
7. Prepare sales business plan, weekly report plans, customer project qualification forms, and manage salesforce data base.
8. Prepare cost estimates by studying blueprints, plans, and related customer documents by consulting with engineers, manufacturing, and enterprise personnel.
9. Identify short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.
10. Determine improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment; engineering or proposing changes in equipment, processes, or use of materials or services.
11. Gain customer acceptance by explaining or demonstrating engineering capabilities, cost reductions, and operations improvements.
12. Coordinate customer visits to our plant and plan proposals and presentations.

QUALIFICATIONS:

- College degree, BSEE, BSET, BSME, or technical degrees are preferred
- Sales Manager position requires 30-40 percent overnight travel
- Five plus years of value-based sales experience in medical, aerospace, or industrial OEM, Design Services, or CEM experience
- Proficient in Microsoft Office and Sales Force CRM software
- Possession of many OEM contacts in our market segments
- Five plus years in strategic sales prospecting experience with warm customer targets

Interested applicants may send a resume to hруса@valtronic.com.