



Regional Sales Manager East & West Coast positions open (2)

GENERAL JOB DESCRIPTION:

Under the direction of the VP of Sales, the Regional Sales Manager(s) will plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establishing training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

DUTIES AND RESPONSIBILITIES:

- Direct domestic regional sales and service outlets.
- Direct and coordinate activities involving sales of Optomec systems.
- Review operational records and reports to project sales and determine profitability.
- Determine price schedules and discount rates.
- Prepare budgets and approve budget expenditures.
- Monitor customer preferences to determine focus of sales efforts.
- Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.
- Confer or consult with department heads, the inside sales team and the customer service team to plan advertising services and to secure information on equipment and customer specifications.
- Represent company at trade association meetings to promote products.
- Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase.
- Assess marketing potential of new and existing distribution/service locations, considering statistics and expenditures.
- Visit dealers/vendors, etc., to stimulate interest in establishment or expansion of leasing programs.
- Other management responsibilities as required by Optomec.

QUALIFICATIONS:

Experience: *5+ years - 3D additive manufacturing and any related or transferable skills that meet the requirements of the position.*

Proven knowledge of sales techniques, protocols and standards.

Education: *Bachelor's degree or equivalent. Master's degree preferred.*

US Passport, International Passport, Work VISA, etc. depending on location.

Enthusiasm: *Continued improvement efforts to obtain ongoing training and management development.*

KEY COMPETENCIES:

- **Sales and Marketing** — Knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.
- **Persuasion** — Persuading others to change their minds or behavior.
- **Active Listening** — Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- **Critical Thinking** — Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.
- **Selling or Influencing Others** — Convincing others to buy merchandise/goods or to otherwise change their minds or actions.
- **Establishing and Maintaining Interpersonal Relationships** — Developing constructive and cooperative working relationships with others and maintaining them over time.
- **Independence** — Occupations that satisfy this work value allow employees to work on their own and make decisions. Corresponding needs are Creativity, Responsibility and Autonomy.

WORKING CONDITIONS:

- Job requires 100% traveling within the assigned region.

Please review our entire website to comprehend the LENS technology.
If you are interested, please submit a cover letter and your resume directly to
HR: dsaya@optomec.com

If you have any questions, please include these in your email.

Optomec, Inc. is an Equal Opportunity Employer.