

Sales Manager

VJ X-Ray LLC is a rapidly growing, stable company specializing in the OEM of high-performance x-ray components. We are looking for an energetic, fast learner for a highly visible Sales Manager position. This position is responsible for the strategic planning and development of sales within an assigned sales region. A Sales Manager will have a thorough understanding of the region's operations with the ability to identify opportunities. Exceptional customer service skills are critical in achieving or exceeding customer expectations and company booking plans.

Job Description:

- Identify new business opportunities by conducting market research, analyzing market surveys and attending related industrial tradeshows and exhibitions
- Develop sales by generating sales leads, setting customer visit appointments, preparing quotes, traveling to customer locations, negotiating and closing orders, and assisting with product shipment
- Maintain relationship with OEM customers by making periodic visits and phone calls
- Responsible for conducting technical presentations for current and new customers
- Assist sales management to develop and execute sales plans to achieve objectives regarding revenue, profitability and market share
- Achieve annual booking plan on a quarterly basis
- Maintain a real time sales forecast, sales database and reporting results per company requirements and structure
- Interact with cross-disciplinary engineering team and operations team to ensure current and future market requirements are thoroughly understood

Essential Skills:

- Bachelor's Degree in a technical discipline, preferred
- Willingness to learn and the ability to thrive in a technical environment
- Well established verbal and written communication skills
- Proficient in Microsoft Office Suite of Tools
- Strong analytical and problem solving skills
- Ability to operate independently with minimal guidance by management
- Demonstrated history of successful sales management and quota achievement
- Ability to travel domestically and internationally
- Ability to work in a team environment
- Ability to read schematics, preferred
- Superior presentation skills

Non-Essential Skills:

- Three to five (3 to 5) years of directly related experience
- Experience and/or knowledge in Sales, Marketing or Applications Engineering within technology industries, preferably in instrument, electronics, or capital equipment.
- Use of Salesforce Software or other CRM platform

Physical & Mental Demands:

- The employee is occasionally required to sit; climb or balance; and stoop, kneel, crouch or crawl.
- Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.
- Must be able to fulfill essential job function in a consistent state of alertness and safe manner
- Sitting 85%, Standing 10%, Bending 5%
- Must be able to travel domestically and internationally, by car and by air. Overnight stays may also be required.

This job description is not all inclusive and is subject to change at any time.