

Sales Manager

VJX-Ray LLC is the global leader in developing and manufacturing integrated x-ray sources and high voltage generators. Our mission is to be uncompromising in pushing the boundaries of component design and manufacturing for every OEM partner.

This highly visible Sales Manager position is responsible for the strategic planning and development of sales within an assigned sales region. A VJX Sales Manager will have a thorough understanding of the region's operations with the ability to identify opportunities. Exceptional customer service skills and engineering background are critical in achieving or exceeding customer and company expectations.

Job Description:

- Maintain existing relationships with OEM customers by making periodic visits and phone calls
- Identify new business opportunities by conducting market research, analyzing market surveys and attending related industrial tradeshow 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
- Responsible for conducting technical presentations for current and potential 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/engineering discipline, preferred
- Experience in an OEM environment
- Willingness to learn and the ability to thrive in a technical environment
- Well established verbal and written communication skills
- Proficient in Microsoft Office Suite
- 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 – 30% to 40% of the time
- Ability to work in a team environment
- Ability to read schematics, preferred
- Superior presentation skills
- Must be authorized to work in the U.S.
- Will need to successfully pass a personal background check and drug screenings

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 instruments, electronics, or capital equipment
- Experience using Salesforce Software or another CRM platform
- Experience using an ERP system

Physical & Mental Demands:

- Regularly required to sit, walk, bend, stoop and stand within an industrial environment
- Will need to repeatedly use hands and fingers to operate basic office equipment and operate hand and power tools standard to a production environment
- Expected to effectively communicate in person, on phone, and via email and other electronic devices on a continual and repetitive basis
- Responsibilities will require lifting, moving, staging and placing of materials up to 50 pounds alone and heavier with assistance
- Vision abilities required for 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 functions in a consistent state of alertness and safe manner
- May be required to travel, domestically and internationally, by car and by air. Overnight stays may also be required
- On a regular basis, will be required to:
 - use written and oral communication skills
 - read and interpret data, information and documents
 - be creative, make judgements, use reasoning and make decisions
 - observe and interpret situations
 - learn and apply new information or skills
 - perform detailed work on multiple, concurrent tasks
 - work under intensive deadlines with frequent interruptions
 - interact with internal and external customers holding positions from a wide array of disciplines and organizational hierarchy levels
- May need to communicate and effectively manage dissatisfied or frustrated customers and/or interface with difficult/demanding individuals

This job description is not all inclusive and is subject to change at any time. VJ X-Ray LLC provides equal employment opportunity to all individuals regardless of their race, color, creed, religion, gender, age, sexual orientation, national origin, disability, veteran status, or any other characteristic protected by state, federal, or local law. The company takes affirmative action to ensure that applicants and employees are treated during the application process and post hiring employment without regard to any of these characteristics. Discrimination of any type is not tolerated.