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Sales Manager

Description

Turn-Key Solutions is a custom machine tool integrator, automator, and welding automator located in Germantown WI, and is looking to add a sales manager to its team of hardworking employees.

Fully seasoned sales professional performing field promotional and relationship management to sell, and to develop new business. Within the assigned territory, this position is responsible for selling the technologically advanced welding and automation equipment, custom-designed assembly systems, and services offered by the Company. Responsible for developing and continuously maintaining partnership-like arrangements with all appropriate levels of our targeted customer base in order to identify and anticipate their needs, to propose customized, cost-effective solutions, and to establish collaborative relationships to facilitate follow-up interaction and communications. Incumbent is also responsible for nurturing and developing new customers and customer applications, for identifying and affecting profit margin improvement opportunities, and for the development, maintenance, and support of a representative and distributor organization within the assigned territory. This position is the principal link between customers' purchasing, engineering, and production staff and the Company's Application Engineering/Program Managers. This link is critical, and the incumbent remains involved in all phases of the project from initial contact through RFQ, quotation, contractual negotiations, final design, production, shipment and final buy-off as well as any post-sale items such as operation manuals, training, and technical support. In order to create and maintain this cooperative work environment, the incumbent must have a solid understanding of the customers' manufacturing processes, competitive needs, and challenges, as well as strong interpersonal relationship with customers' personnel to assure this communication link remains viable. Related to this need is the requirement that the incumbent maintain a system for acquiring commercial and strategic information and developments concerning the customer base and the end-user manufacturers that the base serves.

Responsibilities

The incumbent has significant interface with Company engineers/project managers and customer personnel involving face-to-face meetings during the span of a project. This often necessitates considerable travel. A significant portion of such travel by automobile involves as much as 3 or 4 days a week away from home, depending on the size and makeup of the territory. Customer visits may take place during off hours and/or on weekends. Incumbent must possess a valid driver's license and additionally, a valid U.S. passport for travel outside the country.

Sales Managers work out of their homes, traveling extensively within the region to visit existing and prospective customer locations, and frequently to Company headquarters. The position requires ongoing communications with customer and corporate personnel, often face-to-face, but also electronically, by telephone, or in writing. The position is somewhat unstructured, in that immediate response to customer needs or queries regarding ongoing sales negotiations, etc. whether scheduled or unscheduled, are often necessary. It is therefore essential for the incumbent to be adaptable and flexible, be able to exert self-control in difficult

Hiring organization

Turn-Key Solutions

Employment Type

Full-time

Job Location

N117 W18200 Fulton Drive, 53022,
Germantown, WI, United States

Date posted

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situations, and be able to adequately manage the inevitable stress that can arise. A typical workweek approximates 45 hours but on occasion can significantly exceed that level.

Qualifications

Requires bachelor's degree in engineering plus seven years of related, progressive sales/marketing experience. Postgraduate study in business up to the MBA level is a strong plus, but not required. A solid understanding of welding principles and Company products required, as is strong math competence. General knowledge of machinery design concepts is useful. Microsoft Office proficiency, including PowerPoint, is necessary.

The position requires a high level of self-motivation, persistence, and attention to detail. Strong verbal and written communication competencies are required, as are complex problem-solving and time-management skills. The ability to work well under pressure and in a changing environment is a necessity. Collaborative cross-functional management skills are required.

Job Benefits

Full time employees are offered :

- Health and Dental Insurance
- Paid Holidays
- Paid Vacation
- 401k
- Paid Overtime