

## **Automation Sales Manager**

Compensation: Competitive Base Salary, Bonus, Commission.

Benefits: Medical, Dental, 401K, Personal Time, Paid Holiday's.

Summary: The Automation Sales Manager is responsible for new business development, account management, and direct marketing in the Medical and Consumer Products Industries. This position has accountability for the financial and sales performance for all outside sales. This position will focus on and steer nation-wide sales effects. Some overnight travel may be required.

### Position Requirements:

- Three or more years of successful sales experience with strong emphasis on automated assembly equipment, machinery and automation technologies.
- Experience in developing strategic business plans, account sales plans, new business development campaigns, and the personal ability to implement the tactical elements of those plans on a daily basis
- Experience in developing and achieving sales forecasts.
- Knowledge of a consultative sales exploration process designed to identify, locate and develop customer needs.
- Ability to develop long term client relationships.
- Able to prioritize responsibilities and manage a team to effectively sell at multiple levels in an organization.
- Working knowledge of technology and technology concepts of the control systems industry and/or of manufacturing systems.
- The ability to clearly articulate benefits as they relate to a customers needs.
- Able to express ideas in both group and individual settings and to convey the intended message in writing and/or verbally.
- Able to identify and capture new opportunities and possesses a high level of energy to successfully build relationships. Is results driven with documented success in exceeding sales goals or objectives.
- Able to adapt communication style according to customer and situation in order to most effectively gain agreement.
- Demonstrated ability to gather relevant information and accurately define and acknowledge customer concerns, trends and needs. Also gathers information from other resources to further develop a comprehensive assessment of customer's situation.
- Tenacity to stay on course with a plan and to achieve success.
- Strong desire to remove barriers to accomplish goals and to be proactive and diligent.
- Able to build timelines to meet desired results and to communicate plans for results with customers and management.
- Thorough knowledge of MS Word, MS PowerPoint, MS Excel, MS Project (Gantt Charting).
- Bachelor or Masters degree in Business, Technology, Engineering, or a related field is preferred.

To apply please email your resume to: [jobs@production-systems.com](mailto:jobs@production-systems.com)