

Laser Product Manager

Mazak Optonics Corporation, world class laser machine tool manufacturer, is seeking a results-oriented Laser Product Manager. The right candidate will execute the strategic support of the Field Sales Network including the management of Sales and Distribution Channels. This integral member of the leadership team reports directly to the President.

Duties and Responsibilities

- Create and drive effective sales strategies that achieve targeted results
- Develop sales support tools to increase product marketing effectiveness
- Prepare monthly, semester and annual sales forecasts
- Support the regional sales staff to more effectively build and retain our customer base
- Establish and maintain effective internal relationships to address key business initiatives
- Maintain competitive knowledge to create and adjust sales strategies

Qualifications

- A success driven personality that will set the tone for our sales organization
- Strong interpersonal skills with the ability to build relationships
- Demonstrated strategy development, project management and negotiation skills
- Expert level written and verbal communication skills
- Highly professional demeanor
- Proficient in Microsoft Word, Excel, and PowerPoint
- Ability to travel both domestically and internationally

Education/Experience

- Bachelor's Degree or equivalent experience level in related field
- Minimum 10 years' experience with industrial laser machine tools

Starting salary is commensurate with experience. Mazak offers a highly competitive benefits' package including 401K, health, dental, vision, and life insurance and paid time off.

In order to be considered for this position candidates must submit a cover letter, resume, three professional references and salary history electronically to hiring@mazaklaser.com.