

## CAREER OPPORTUNITY

### **Northeast Sales Manager**

Mazak Optonics Corporation, a world class laser machine tool manufacturer, is seeking a results-oriented Regional Sales Manager for the Northeastern United States. The right candidate will manage sales and marketing efforts in a multi-state area through an established distribution network. In the Northeast territory, you will execute the strategic vision of the company's sales network among the distribution channel. This integral member of the sales team reports directly to the president.

#### *Primary Responsibilities*

- Understand company vision to create and drive effective sales strategies that achieve targeted results through analysis; conceptualize what action plan is necessary to ensure attainment of company sales goals and profitability
- Prepare action plans for effective search of sales leads and prospects
- Initiate and coordinate development of action plans to penetrate new markets
- Assist in the development and implementation of marketing plans
- Maintain contact with all customers in the market area to ensure high levels of customer satisfaction
- Report to management on active accounts and prospects and fulfill other reporting requirements
- Develop analytics to help measure sales performance and utilize those metrics to increase revenue
- Meet or exceed metrics for prospecting calls, appointments, presentations, proposals and closes
- Prepare monthly, semester and annual sales forecasts
- Develop 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
- Maintain accurate records of all pricings, sales, and activity reports
- Create and conduct proposal presentations
- Control expenses to meet budget guidelines

**TERRITORY:** Pennsylvania, New York, New Jersey, Delaware, Connecticut, Massachusetts, Rhode Island, Vermont, Maine, New Hampshire

#### *Qualifications*

- A success-driven personality, an important characteristic of our sales team
- Strong interpersonal skills with the ability to build a solid rapport and trust quickly with various individuals
- Demonstrated strategy development, project management, and negotiation skills
- Above-average written and verbal communication skills for persuasive presentations to individuals or groups
- Polished, professional demeanor
- Proficient in metal fabricating techniques
- Strong technical understanding of manufacturing, production, and specifically, industrial laser applications
- High level of organization
- Proficiency in Microsoft 365
- Possess a valid driver's license and passport; ability and willingness to travel domestically and internationally



In order to be considered for this position, candidates must submit a letter of introduction to the president, Mr. Al Bohlen; professional resume; three professional references and salary expectations electronically to [hiring@mazaklaser.com](mailto:hiring@mazaklaser.com)

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### *Education/Experience*

- Bachelor's Degree in related field preferred
- Minimum 5 years' experience with laser systems or industrial machine tools
- Minimum 2 years' experience leading a sales team

### *Work Environment*

- Combination of office and possible exposure to factory floor
- This position travels approximately 90% of the time

Mazak offers a very competitive starting salary commensurate with experience as well as a competitive commission rate structure. Vast benefit package including, but not limited to: 401K, medical, dental, vision, HSA and FSA options, life insurance and paid time off.

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