

Sales Manager Opening

AdValue Photonics has developed a series of machines for cutting and drilling glasses, ceramics and diamonds by using lasers to grow the manufacturing in USA. We are seeking Sales Manager/Sales Engineer to serve as the first point of contact for new and existing customers for our laser systems and laser materials processing machines. You will identify and qualify inbound sales leads with the goal of converting leads to sales and serve as a trusted consultant in the customer evaluation. Your daily job duties include prospecting for new customers to build the sales pipeline, qualifying opportunities to focus your efforts on the right accounts and advancing customers through their unique journeys to completing purchase of our products.

Duties and Responsibilities

- Generate sales leads, consult with prospective customers, close purchase agreements, and ensure fulfillment of customer orders
- Follow-up and qualify sales leads using databases, customer history, email contacts, social media and verbal phone calls
- Handle inbound sales calls, qualify opportunities, and diligently report data
- Work closely with the technical support team to resolve any technical issues that arise
- Develop and report weekly and monthly on sales plan for assigned accounts
- Frequently travel to customer sites and trade shows
- Perform other related duties as assigned

Requirements

- Non-laser experience is needed
- Previous experience in selling mechanical machines and tools is preferred
- Bachelor's degree in a science, engineering, or business discipline
- Superior verbal and written communication skills and technical aptitude
- Excellent interpersonal and negotiation abilities

Job Type: Full-time

Pay: \$50,000.00 - \$75,000.00 per year

Work Location: In person

Benefits:

- 401(k)
- Dental insurance
- Health insurance
- Paid time off
- Vision insurance