

SALES MANAGER, AMERICAS

Milltronics CNC Machines is a global manufacturer of machine tools. These CNC Mills and CNC Lathes are used to produce parts primarily for the metal industry. The parts are used in numerous applications, including the aerospace, automotive, and medical industries.

The Sales Manager, Americas role requires a “hands-on” energetic individual to execute sales plans development initiatives, achieve sales targets to meet company objectives, and insure the best possible service and effective communications to our clients. Position responsibilities include implementing sales plan in support of organizational strategy and objectives, recommend sales strategies for improvement based on market research and competitor analyses, develop distribution strategies, and travel up to 50%. Ideal candidate will have acquired a Bachelor's degree in Business Administration, Sales, Marketing or related field and **MUST** have previous experience in Machine Tool industry.

SUMMARY OF POSITION

Develop and executes sales initiatives for North and South America

ESSENTIAL DUTIES

Develop sales plan in support of organizational strategy and objectives

- ü Improves sales strategies based on market research and competitor analyses
- ü Enhance distribution strategies
- ü Develop, train, and support sales representatives
- ü Maintain profitability by managing pricing, programs, and expenses
- ü Identify and develop new products and markets
- ü Conduct competitive analysis
- ü Significant involvement with major account relationships

REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES

- ü **MUST** have previous experience in Machine Tool industry
- ü Problem analysis and problem resolution at both a strategic and functional level
- ü Excellent interpersonal and communication skills including presentation skills

ORGANIZATIONAL RELATIONSHIPS

1. Reports to General Manager and a key Leadership Team participant.
2. Supervisory position with five direct sales reports
3. Works closely with sales staff, distributors, and end users

Milltronics offers very competitive benefits and salary. Benefits include Medical, Dental, free Life insurance, Short Term and Long Term Disability, Paid Time Off, and a 401(k).

Liberty Diversified Industries (LDI) is a privately held manufacturing and distribution company founded in 1918 with over 1500 employees in eight states and Mexico with multi-million dollars in consolidated sales. In addition to metal fabrication machinery, we manufacture paper, corrugated packaging, corrugated plastic, fabricated steel products, and design, manufacture, and distribute office products. Apply online at WWW.MILLTRONICS.NET.