

Sales Manager

The Sales Manager will be responsible for the sales activities for assigned product/service offerings to specific accounts within identified geographical territories. The position will include a combination of “direct sales” responsibilities as well as sales through independent Sales Representatives.

Major Areas of Accountability:

- Make direct sales calls and joint calls with Sales Representatives, as appropriate, to medical Device OEM’s to promote the assigned product/service offerings.
- Locate and qualify specific business opportunities.
- Assist in developing sales strategies for specific accounts and opportunities.
- Present and follow-up on proposals to close business opportunities. Provide specific feedback as to why an opportunity was won or lost.
- Establish and maintain a working rapport with customers to:
 - a) Identify customer needs
 - b) Identify future project opportunities
 - c) Summarize the competitive situation
 - d) Recommend an appropriate competitive strategy for the account
 - e) Obtain reliable and honest feedback on rms’ performance
 - f) Assist in responding to customer issues and complaints
- Qualify sales leads and potential accounts in accordance with rms’ account and project qualification guidelines.
- Assist in coordinating the technical training of Sales Representatives.
- Provide general market intelligence relating to Medical Device Contract Manufacturing to assist with the company’s strategy development.
- Provide reports that include; call reports, quotation follow-up reports, expense reports, and other as required
- Develops and implements Standard Work to ensure adequate territory and account coverage.

Responsibility For Work of Others:

- No positions will report directly to the Sales Manager. The Sales Manager will be responsible for motivating and directing the appropriate Sales Representatives.
- The Sales Manager will serve as a member of Project Teams.

Financial Responsibility:

- Attaining the annual revenue forecast for the assigned product/service offering.
- Budget responsibility as it relates to travel and entertainment expenses.
- Expected to recommend pricing to the company.

Education:

- BA or AA (technical major is desirable)

Requirements:

- Five (5) years minimum contract manufacturing sales experience; medical industry experience is desirable. Some experience working with independent Sales Representatives is desired.
- Direct sales experience is required.
- Excellent communication skills and experience with MS Word and Excel

Applicants will receive consideration for employment regardless of race, creed, religion, national origin, sex, sexual orientation, disability, age, marital status, or status with regard to public assistance.

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