

Join a Dynamic and Growing Company

We design, build, and maintain machines that automate essential processes and manufacturing for the Life Sciences industry. Our team works collaboratively both internally and externally in a challenging yet supportive, fast-paced environment – with each employee contributing to our automation solutions and, therefore, to the success of our customers.

We are seeking a confident, motivated, and knowledgeable Sales Manager to join our team. This poised and driven person will be responsible for managing and leading our sales team while continuing to canvas for prospective business and providing the same level of support to existing clients. Needs to have a strong sense of urgency and will to achieve goals, be self-motivated, disciplined, client/customer focused, and have a “can-do” attitude.

Key Responsibilities:

- LMA
Leadership + Management = Accountability (or we could put Lead, Manage, Accountability)
- Sales Revenue
Accountable for achieving yearly sales targets.
- Marketing
Develops, implements, and manages strategic sales/marketing plans, forecasts, and operating budgets to achieve company strategic goals.
- Business Development
As member of the Executive Staff, assists in developing strategies and implementing operational plans/projects, policies, and goals to further company growth. Leads core business development efforts.
- Risk Elimination
Identifies areas of risk and sets proposals and dialogue to eliminate.
- And More
Provides full support in interpreting, organizing, and executing assignments with cross-functional teams and direct reports.

Qualifications:

- Bachelor's degree in sales, engineering or business administration preferred.
- A minimum of ten years' related experience in sales roles with progressive management experience required.
- Extensive knowledge and understanding of engineering disciplines.
- Must hold a valid driver's license and appropriate level of automobile insurance coverage compliant with local and State laws.
- Travel required, up to 30%.

Compensation: \$160,000 to \$180,000, Annually

This is an on-site position in our new, state-of-the-art facility, located in Trevor, Wisconsin, which is in Kenosha County and near the Illinois border.

If you want to be part of a talented team that values innovation, collaboration, and continuous improvement, we want to hear from you!