



Medical/Dental Business Development Manager

Become a Business Development Manager for SLM Solutions NA, Inc., where you will work in the exciting and growing additive manufacturing market. We are looking for a candidate to work from either our North American headquarters in Wixom, Michigan or a home office in the United States. The position reports to our North American VP of Sales and Marketing in Wixom, Michigan.

COMPANY DESCRIPTION:

SLM Solutions is a leading provider of metal based additive manufacturing technology, commonly referred to as 3D printers, utilizing selective laser melting powder bed fusion technology. Our 3D printers are designed to produce parts directly from a variety of metal powders. The customers for our metal based additive manufacturing systems come from various industries such as aerospace, energy, healthcare, and automotive. Headquartered in Lübeck Germany, SLM Solutions has approximately 420 employees worldwide.

POSITION DESCRIPTION:

The SLM Solutions Business Development Manager assists the Americas sales team in securing orders for industrial metal additive manufacturing machines by performing the following duties.

- Perform market research and market analysis, including competitive analyses and market size assessments.
- Identify and participate in regional and national trade shows, exhibits, and conferences.
- Support marketing in trade show organization and planning.
- Participate in sales meetings and take responsibility for sales improvement initiatives and other assigned action items.
- Follow up with customers to respond to inquiries and solve or refer problems.
- Travel with territory sales managers and sales agents to call on existing and prospective customers to solicit orders.
- Effectively position SLM versus other metal AM technologies for Medical/Dental applications.
- Translate product features into benefits for the customer.
- Create sales tools that differentiate SLM from the competition.
- Work closely with the Global Medical/Dental Business Development Manager to grow market share in this segment.
- Communicate market requirements to product management in Germany.
- Contribute to the strategic product development road map.

CANDIDATE REQUIREMENTS:

The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Bachelor's degree in Mechanical, Materials, Automation, Manufacturing Engineering, or similar technical field.
- Broad understanding of the manufacturing and certification requirements in Medical/Dental markets.
- Technical and commercial understanding of competitors and their products.
- Experience using, selling, or supporting laser powder bed fusion machines or similar technologies.
- An in-depth understanding of market segments in Medical/Dental for metal AM machines.
- Ability to explain the capability of metal AM technology to varied audiences.
- Ability to quickly build trusting relationships with customers and prospects.



- Superior telephone communication skills.
- Skills to effectively balance customer and company needs.
- Experience developing and delivering professional presentations in person and via web meetings.
- Ability to read, analyze, and interpret general business periodicals, professional journals, or technical procedures.
- Ability to write clear and concise reports and business correspondence.
- Ability to effectively present information and respond to questions from groups of managers, peers, and customers.
- Must be able to travel internationally occasionally and domestically frequently.
- Computer literacy in Microsoft Office products.
- Hiring process includes background and reference checks which must have satisfactory results.
- Must be authorized to work in the United States.

COMPETENCIES:

To perform the job successfully, an individual should demonstrate the following competencies:

- Must be an organized, goal-oriented, self-starter who is able to manage him/herself to plan and execute.
- Analytical - Synthesizes complex or diverse information; collects and researches data.
- Use of Technology - Adapts to new technologies; uses technology to increase productivity.
- Problem Solving - Identifies and resolves problems in a timely manner; gathers and analyzes information skillfully; develops alternative solutions; works well in group problem solving situations. A Positive and persistent attitude is essential.
- Communications - Exhibits good listening and comprehension; keeps others adequately informed. Listens and gets clarification; responds well to questions.
- Cooperation - Establishes and maintains effective relations; exhibits tact and consideration; works actively to resolve conflicts.

This position will require significant travel.

The starting salary for this position will be commensurate with qualifications and experience.

Our Comprehensive Benefits Package Includes:

- Competitive Salary
- Car Allowance
- Bonus
- Medical, Dental, Vision Insurance
- Short Term Disability Insurance
- Flexible Spending Accounts
- 401K with Company Match
- Paid Time Off and Company Holidays

TO APPLY: Send your resume to careers@slm-solutions.us

NO RELOCATION ASSISTANCE AVAILABLE.

SLM Solutions NA, Inc. IS AN EQUAL OPPORTUNITY EMPLOYER.

SLM Solutions NA, Inc. participates in the E-Verify program for Employment Eligibility Verification.