



## Texas and Central and South American (CSA) Region – Sales Manager

Become a Regional Sales 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 a home office. The position reports to the VP of Sales and Marketing Americas based out of our North American headquarters 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.

This position will require significant travel.

### POSITION DESCRIPTION:

The SLM Solutions Regional Sales Manager sells industrial additive manufacturing equipment and peripherals and manages the strategic development of the Region by performing the following duties:

- Prospect and close new accounts through direct sales efforts.
- Generate repeat orders through superior customer service and relationship management.
- Contribute to market research and market analysis, including competitive strategic analysis.
- Develop and maintain a customer, and prospective customer, database using the Company CRM system.
- Identify and participate in regional and national trade shows, exhibits and conferences.
- Support trade show organization and planning.
- Participate in sales meetings and take responsibility for sales improvement initiatives and other assigned action items.
- Perform sales reporting functions on an ongoing and timely basis.
- Follow up with customers to respond to inquiries, solicit further sales, and solve or refer problems.
- Qualify lists of prospects from trade shows, e-marketing, trade and professional association membership lists, and other public records.
- Travel through assigned territory to call on existing and prospective customers to solicit orders.
- Quote prices and terms and review purchase orders for compliance to the quote.
- Identify, qualify and develop sales opportunities with channel partners to provide sales coverage for the CSA region.
- Support channel partners to aggressively target prospects and win new customers in the CSA region.

### 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:

- Experience selling into the targeted sales territory.
- Must be able to translate product features into benefits for the customer.
- Effective and fair negotiator.
- Quickly build trusting relationships with customers and prospects.
- Superior telephone communication skills.
- Effectively balance customer and company needs.
- Separate the real opportunities from the information gatherers.
- Experience developing and delivering professional sales 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.
- Computer literacy in Microsoft Office products.



- Hiring process includes background and reference checks which must have satisfactory results.
- Prefer candidates residing in Texas.

#### **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.
- Proficient at asking for the order.
- Analytical - Synthesizes complex or diverse information; collects and researches data.
- Use of Technology - Adapts to new technologies; uses technology to increase productivity.
- Mathematical Skills - Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume.
- 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.

#### **OTHER DESIRED QUALIFICATIONS:**

- Bachelor's degree in Mechanical or Manufacturing Engineering, or the equivalent experience.
- 15+ years of sales experience selling high technology capital goods (\$750,000 - \$2.5M) to design and manufacturing engineers.
- CRM database experience.
- Knowledge of Additive Manufacturing.

#### **OUR COMPREHENSIVE BENEFITS PACKAGE INCLUDES:**

- Competitive Salary, Plus Commissions
- 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](mailto: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.