



KMT WATERJET AREA SALES MANAGER

Manage Sales activities in assigned area for KMT Waterjet by performing the following duties.

ESSENTIAL FUNCTIONS

- Travel throughout assigned territory to call on regular and prospective customers to nurture relationships, build brand and product value, and solicit and grow profitable business volumes. Customers include OEMs, distributors, dealers and end users. Products include high pressure Waterjet cutting pumps, aftermarket parts and related components.
- Develop and implement ongoing Sales Action Plan for assigned territory.
- Identify, enlist, develop and support integrator partners.
- Display or demonstrate product, using marketing collateral, testimonials, and samples.
- Provide technical and application support to current and prospective customers.
- Quote prices, credit terms and delivery. Prepare sales contracts.
- Liaise between customer and KMT's internal departments to ensure business satisfaction of all parties.
- Represent KMT Waterjet Systems at trade events to promote KMT brand, Waterjet technology, and specific products.
- Develop and maintain customer data and customer facing activities in company CRM software.
- Routinely collect and compile intelligence regarding market and competition.
- Manage expense account at appropriate level in timely manner.

EDUCATION AND EXPERIENCE

- This position requires a 4 year college degree – preferably in business or engineering.
- 3 to 5 years of capital equipment sales experience is desirable. Waterjet experience is a strong plus.

APPLICATION PROCESS:

Submit completed applications to Human Resources. All applicants will be interviewed and all qualified candidates will be considered for this employment opportunity.

Posted by: _____

Date: _____

Removed by: _____

Date: _____