



**Position: Area Sales Manager, Latin America**

KMT Waterjet Systems, Inc., in Baxter Springs, KS, 40 hrs/wk; 8am-5pm M-F; Responsible for the development & implementation of sales, marketing & entry strategies of cutting edge technology in diverse markets of Latin America; market entry sales strategy will focus on the development of OEM (Original Equipment Manufacturer) partners; develop distributor channels to cover Mexican & South American markets on spare parts for all of the main ultra high pressure pump manufacturing brands & prospect & develop customers for new products & applications; travel throughout assigned territories to call on regular & prospective customers, quote prices & credit terms & prepare sales contracts for orders obtained, prepare reports of business transactions & periodic sales reports showing sales volume & potential sales & keep expense accounts; plan & modify product configurations to meet customer needs & confer with customers & engineers to assess equipment needs & to determine system requirements; represent company at trade association meetings to promote its products; coordinating liaison between sales department & other sale related units.

**Required:** Minimum of a Bachelor's Degree or its foreign degree equivalent in Business Administration, Sales or Marketing or a related field. 5 yrs progressively responsible work experience as Area Sales Manager, Regional Sales Manager, or combination. Must be able to read, speak & write in Spanish language fluently. Significant travel within the U.S. & to Mexico, Central & South America required. 1 yr work experience must include work with signing & evaluation of distributors & setting short & long term sales strategies in Mexican & South American markets.

**Employer paid ad.**

Submit resumes to [hr@kmtwaterjet.com](mailto:hr@kmtwaterjet.com)

635 W. 12th St., Box 231, Baxter Springs, KS 66713.

Incl. Ref. # 137083-9 w/resume.