

BANDING SALES MANAGER – HEALTH & PHARMA

STATUS: Full-time, Exempt

HOURS/OVERVIEW

- 40+ Hours per week. Travel as needed.
- The Banding Sales Manager – Health & Pharma will be responsible for growing sales and profitability of the ATS Standalone Machines, Automated Systems, Materials, Parts and complex banding technologies.

DESCRIPTION / RESPONSIBILITIES:

- Managing Sales Process
 - Testing customer supplied samples using internal/external resources
 - Determine solution, scope and price best suited for the customer
 - Presenting solution to customer while working through revision processes
 - Work with purchasing & customer service to hand off order execution
 - Maintaining contact with customer during production and forecasting material and part usage
 - Assisting service on installation schedule
 - Responsible for sales, service and customer training
 - Accountable for contract review and negotiation within company guidelines
 - Assist with special collection requirements to ensure prompt payment terms.
- Automation
 - Delivering on required sales and profit targets
 - Working with various parts of the business to provide strategic pricing
 - Develop statements of warranty, while providing claims support and special case decisions
 - Training of internal/external resources on application and selling approach
 - Fully understanding customer needs, competitive technologies and market conditions
- General
 - Maintain all related sales information including customer relationships in Salesforce
 - Responsible for forecasts and budget preparations
 - Maintain expert level competence while increasing skills and abilities

QUALIFICATIONS:

We pride ourselves on being flexible but there are some things we feel strongly about. An ideal candidate must exhibit the following traits:

- Excellent communication skills that foster business relationships from C-Level to shop floor
- BSME, BSEE, BSBA or MBA required or equivalent experience
- Direct sales and/or marketing experience
- Strong technical aptitude and ability to learn quickly
- Strong skill set that includes organization and project management

- Must have production/process flow and application experience
- Flexibility in hours – Do it whatever, whenever, wherever approach
- Familiarity with Microsoft Office (Outlook, Excel, Word) and Salesforce experience a plus
- Professional attitude self-starter who is detail orientated and can work independently or with a team

The Banding Sales Manager – Health & Pharma will report to the President & CEO.

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