

Sales Manager - Power & Microwave Tubes

At *PHOTONIS Defense* our dedicated and talented employees are the foundation of our success. We have an open position for a Sales Manager - Power & Microwave Tubes, in our Lancaster, PA facility. The incumbent will generate revenue by developing market potential through the implementation and advancement of key product specific targeted territory business plans in an assigned geographic region. In addition, this role will generate new profitable business while maintaining and cultivating existing crucial client relationships. This role applies specialist product knowledge, skills and attitude to a level of relationship building that guarantees key selling messages are successfully communicated.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Identifies market potential through thorough and accurate account qualification
- Create, deliver and follow up on sales quotations and business proposals to customers with a goal to close new profitable business
- Create, maintain and present a Business Plan for assigned account base to Company management on a quarterly and annual basis
- Communicate with management by providing contact reports, trip reports and related analyses
- Accurately forecast business and aggressively manage to budgeted expenses for assigned territory
- Initiates sales process by scheduling appointments; making initial presentation; understanding account requirements
- Expands sales in existing accounts by introducing new products and services; developing new applications
- Assist in the development of business development and strategic plans for presentation to senior management and board of directors
- Closes sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts
- Assist with marketing programs aimed at cultivating new business, including the full support of regional, national and international tradeshows, related marketing/sales tools and monitoring competitive products and reactions from accounts.
- Travels 50 - 75% of time via the quickest and most efficient means with the assigned territory including but not limited to necessary travel by air and automobile to perform the essential functions of the role
- Other duties and territories may be assigned

QUALIFICATIONS/EDUCATION/EXPERIENCE:

Bachelor's Degree in a Technical, Engineering or Marketing Discipline (Master's Preferred) Formal sales, presentation and/or public speaking training. Minimum 5+ years experience in technical business-to-business sales.

We offer a clean, right work environment as well as a competitive salary, 401(k) with company match, medical, dental, life and disability benefits and more!

Qualified candidates should submit a cover letter, resume and salary requirements.

Due to the confidential nature of our business, no in-person resumes can be accepted.

PHOTONIS Defense is an AA/EEO/ADA/Veteran Preference Employer.