

## **Senior Sales Manager (m/f) Electronics – North America**

InnoLas Solutions utilizes innovations in laser technology to produce highly efficient processing systems for industrial production. We produce laser systems for micro material processing, particularly in the photovoltaic industry, for semiconductors, electronics and precision engineering. As we are expanding our business in North America we are looking for a Senior Sales Manager Electronics

### ***The role:***

The Senior Sales Manager Electronics is responsible for overall sales and marketing activities in North America. The primary responsibilities include prospecting, lead generation and customer qualification supporting the goal of selling lasers systems.

### ***Your Job-Responsibilities:***

- ◆ Support all sales and marketing activities in North America (Canada, USA, Mexico)
- ◆ Participate in the entire sales process
- ◆ Assist with development of customer presentation tools and coordination of end user site visits
- ◆ Develop sales and marketing strategies
- ◆ Forecasting and reporting to the headquarter in Germany
- ◆ Provide company representation in industry forums, conferences, and related events
- ◆ Organize and participate in local trade shows

### ***Your job skills and Qualifications:***

- ◆ At least 10 years business experiences in the industries of Printed Circuit Board, Electronics Components and Semiconductors in North America
- ◆ Experience of the laser processing system (micro machining)
- ◆ Willing to travel frequently to visit customers
- ◆ Excellent analytical, written, verbal communications and documentation skills
- ◆ Ability to maintain focus and business acumen under sometimes stressful sales/business negotiations
- ◆ Must be able to communicate technological solutions and product knowledge not only to technical but to business users as well

### ***We offer you:***

A place to work with varied and demanding challenges, a pleasant working atmosphere and excellent development opportunities as well as a friendly, international team.

You are ready to share your know-how and bring in creative ideas in joint project work? You like to become a steady part of our lively environment? Then we would like to get to know you and look forward to your meaningful application stating the earliest possible starting date and your salary expectation (preferably by e-mail: [bewerbung@innolas-solutions.com](mailto:bewerbung@innolas-solutions.com)).