Mazak OPTONICS CORP.

In order to be considered for this position candidates must submit a cover letter and resume electronically to hiring@mazaklaser.com.

CAREER OPPORTUNITY

Regional Sales Manager (Southwestern Region)
Mazak Optonics, a world leader in industrial laser cutting technology, is looking for an experienced Regional Sales Manager. The Regional Sales Manager will be responsible for managing sales and marketing efforts in the southwestern multi-state area through an established distribution network. The southwestern region includes Texas, Louisiana, Arkansas and Oklahoma.

Responsibilities

- Develops an action plan by reviewing transaction and territory and through analysis determine what our position is and conceptualize what organized action plan is necessary that ensures attainment of company sales goals and profitability.
- Prepares action plans for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets
- Assists in the development and implementation of marketing plans as needed.
- Maintains accurate records of all pricings, sales, and activity reports.
- Creates and conducts proposal presentations.
- Controls expenses to meet budget guidelines.
- Adheres to all company policies, procedures and business ethics codes and ensures.
- Meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals and closes.
- Maintain contact with all customers in the market area to ensure high levels of customer satisfaction.
- Demonstrates ability to interact and cooperate with all company employees.
- Report to management on active accounts and prospects and fulfill other reporting requirements.

Competencies and Qualifications

- Proficient in metal fabricating techniques.
- Strong technical understanding of manufacturing, production and specifically industrial laser applications.
- Strong communications skills; be able to make presentations in front of individuals or groups.
- High energy level.
- Strong competitive drive.
- Organized planning capability.
- Valid Driver's License
- Valid Passport

Starting salary is commensurate with experience. Mazak offers a highly competitive benefits' package including 401K, health, dental, vision, and life insurance and paid time off.

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