

Sales Manager – Inspection Services

Responsible for the development of the inspection services business in the US to ensure sales targets are met or exceeded. Duties will include account management and tactical sales activities for both in-house and in-field inspection services customers.

Job Description:

- Identify, qualify and close new business opportunities with new and existing customers
- Responsible for conducting technical presentations, and potentially hands-on demonstrations. to current and new customers
- Develop and present account management and penetration strategies
- Participate in strategic planning and assist in marketing plans
- Provide bi-weekly forecasts of new business with target dates as well as weekly activity reports
- Maintain current and accurate database of all customer contact information, potential contacts and new business
- Achieve annual booking plan on a quarterly basis
- Maintain a real time sales funnel per Company requirements and structure
- Interact with cross-disciplinary applications and NDT team to ensure scope of work and needs of customer are thoroughly understood.
- Travel to customer and potential customer sites within Region, and potentially elsewhere, as well as to company locations worldwide: up to 50%.
- Attend tradeshow and expositions, as required

Essential Skills:

- Bachelor' Degree in a STEM discipline
- Three (3) to Five (5) years of relevant technical services sales experience
- Direct knowledge of applicable customer base within the United States
- Demonstrated history of successful sales management and quota achievement
- Superior presentation skills to all types of audiences
- Proficient in the use of digital media marketing and communication
- Organizational and time management skills, problem solving and knowledge of basic accounting and financial concepts

- Ability to operate independently with minimal guidance by management
- Superior written and verbal communication and documentation skills
- Proficient in Microsoft Office Suite of Tools
- Must be a citizen or permanent resident of the United States

Non-Essential Skills:

- Knowledge of Additive manufacturing and other emerging technologies
- Experience in Non-Destructive Testing in aerospace, oil/gas/pipe/weld, military or automotive industry