Job Description: Senior Sales Executive

Summary:
Optomec seeks to hire a Senior Sales Executive who will report directly to the CEO/ LENS General Manager. This position is an incredible opportunity to work with a high growth capital equipment company that develops and sells high technology 3D Printers used to manufacture and repair metal components.

The successful candidate will be extremely entrepreneurial and excited by the opportunity to work with a leader in Additive Manufacturing technology to help realize what *The Economist* magazine calls the "Third Industrial Revolution". The Senior Sales Executive must have a proven track record selling capital equipment to global fortune 100 manufacturing companies in the aerospace, oil and gas, heavy equipment industries.

Responsibilities:

- Plan – *develop global business plan, target territory and account plans, and annual/quarterly forecasts tied to company booking objectives*.
- Sell – *identify, contact, promote, qualify, and close new sales for Optomec LENS 3D Printer product line.*
- Lead – *Build and manage an international distribution network capable of marketing and selling the LENS product line.*
- Manage – *maintain strong business relationships with all new/existing clients to optimize customer satisfaction and repeat sales opportunities. Utilized on-line CRM to maintain up-to-date customer profiles, sales opportunities and forecasts*.

Qualifications:

- A minimum of 5 years selling manufacturing equipment (machine tools, thermal spray equipment, high end welding equipment, laser deposition equipment preferred).
- Strong existing business relationships with customers in target industries.
- Extremely comfortable dealing at senior management levels.
- Experience in negotiating contracts & closing sales with ASP $500K+
- A proven track record of sales success meeting annual targets $5M+.
- International sales experience.
- Strong written and verbal communication skills.
- Strong Computer skills
- Bachelor's degree in Science or Mechanical Engineering with MBA preferred, experienced in welding, metallurgy, or related disciplines

Additional Preferred Skills:

- Proven track record in a high technology, high growth environment
- Strong work ethic, self – starter, driven to succeed
- Ability to work independently

About Optomec:
Optomec is a privately-held, rapidly growing supplier of production grade *Additive Manufacturing* systems. Optomec's patented Aerosol Jet Systems for printed electronics and LENS 3D Printers for metal components are used by industry to reduce product cost and improve performance. Together, these unique printing solutions work with the broadest spectrum of functional materials, ranging from electronic inks to structural metals and even biological matter. Optomec has more than 150 marquee customers around the world, targeting production applications in the Electronics, Energy, Life Sciences and Aerospace industries. For more information about Optomec, visit http://optomec.com.