

K-Mfg Sales Manager

Job Description

Sales Manager - Responsible for selling K-Mfg services directly to customers in industries such as Aerospace and Defense, Energy, Robotics, Recreational Vehicles, Agriculture Equipment, and others. The Sales Manager is responsible for generating and qualifying leads and building relationships with new and existing customers. Working with sales representatives is a plus.

Ideal Candidate

Our ideal candidate will have experience with customer service, sales and account management , at least 3 years of experience with CNC machining, Screw machine Quality understanding. An ability to read and understand customer blueprints, specifications, and technical documents is required. The ideal candidate will also possess strong communication, negotiation, and organizational skills, and the ability to build effective business relationships with key stakeholders, ensuring strong customer satisfaction, and must be available for travel and customer visits (30% of time)

Salary Range

The anticipated starting salary range for this position is \$80,000 to \$105,000 plus bonus. The exact salary may be determined on a combination of factors including the candidate's knowledge, experience, skills, abilities, and education.

Essential Functions

- Develop sales and marketing plans and identify opportunities for growth in key target industries or with target customers
- Follow up promptly on leads and work with outside sales representatives around the country to identify and create opportunities
- Prepare timely, accurate proposals for customers
- Work closely with key internal stakeholders including estimating, program management, and engineering to ensure customer satisfaction
- Travel as required, mainly customer visits and trade shows
- Prepare regular sales reports that show sales and marketing results and include recommendations for activity changes as required
- Develop, maintain and evaluate all marketing activities including advertising, trade shows and other promotional efforts

Other Duties

Please note this job description is not a comprehensive listing of all activities, duties or responsibilities that are required for this job. Duties, responsibilities and activities may change at any time with or without notice. Reliable attendance is required.

Required

- 3+ years of experience with contract sales related to CNC Machining, screw machine and secondary operations.
- Technical experience, including an understanding of manufacturing techniques and the ability to read and understand blueprints, specifications, and other technical customer requirements
- Excellent communication and negotiation skills
- Detail oriented, organized and able to work in a fast-paced, multi-tasking environment
- Experience working with an outside sales representative team
- Strong motivation, leadership, and communication and negotiation skills
- Skilled with Microsoft Office products; experience with Job Boss ERP is a plus
- Ability to travel up to 20% of the time

Preferred

- 3 years of related experience
- Account management or program management experience
- K-Mfg is proud to offer a broad benefits package to include:
 - Medical, dental, vision plans.
 - Health Care Savings Account (HSA)
 - Company Paid Long-Term Disability (LTD)
 - Paid Parental Leave
 - Paid Bereavement Leave
 - Paid Time Off
 - Paid Holidays
 - Employee Assistance Program

What makes K-Mfg different? It starts with Family ownership, what we put into our products, passion that leads to profound pride, and the endless desire to deliver perfection on time, every time. That's why we'll never settle for good enough. It's this dedication that created our legacy of excellence. If you are ready to transform your career with an industry leader, let us show you how owning something makes a difference.

K-Mfg Manufacturing is an Equal Opportunity Employer and embraces all individuals and what makes them unique. At Kurt we are committed to equal employment opportunities regardless of race, color, religion, sexual orientation, gender identity, age, national origin, disability, veteran status, or any other legally protected status.