

Sales Manager (RF & MW Industry)

Piconics, Inc, a microelectronic inductor manufacturer, is seeking a highly motivated individual to join our team as Sales Manager for the U.S. & International Territories. This individual will be responsible for promoting Piconics products with both new & existing customers. In addition, they will oversee our manufacturer representatives in the U.S & International Territories. This is an on-site position and travel is required for the role.

Responsibilities:

- Actively engage in both outside/inside selling activities for the U.S. & International sales territories.
- Technically astute and able to confidently discuss technical aspects of Piconics products.
- Develop and qualify potential leads.
- Prepare quotes and proposals in response to customer requests.
- Manage all aspects of Customer Service.
- Annually prepare sales forecasts for upper management.
- Oversee our manufacturer reps and assist them with quotations, training, business development and customer issue resolution.
- Travel to and meet with customers to promote Piconics products.
- Lead all trade show preparation & participation.
- Assist in development of marketing materials, presentations & advertisements.
- Serve as the face of the organization to internal and external partners.
- Perform other sales and customer service related duties as directed by management.

Required Skills:

- B.S degree in Engineering, Marketing or Business.
- Ability to travel both domestic & foreign (30-50% of time)
- Have a pleasant and professional demeanor.
- Strong Communications skills
- Be well organized, possess the ability to multitask, and be able to work with minimal supervision and from verbal instructions.
- Proficient with Microsoft Office
- Experience with Microsoft Dynamics is a plus.
- Minimum of 5 years' experience in a Sales role. (RF & MW Industry Preferred)

Benefits:

- Paid Time Off
- Excellent Health & Dental Plan
- 401K Plan with Match
- Short & Long term Disability
- Bonus Potential
- Paid Holidays
- Multiple Employee Appreciation Events Throughout the Year