

**Title:** Sales Manager International

**Location:** Sensofar-Tech, SL. Terrassa (Barcelona) Spain

**Reports to:** General Manager Sensofar - Terrassa

**Supported by:** V.P. of Marketing & Sales

**Company short profile:**

**SENSOFAR** is a leading-edge technology company operating at the highest quality standards within the field of **non contact surface metrology**. We provide high-accuracy optical profilers based on interferometry and confocal techniques. From standard setups for R&D and quality inspection laboratories, to complete **non contact metrology solutions** for online production processes, Sensofar is offering a technology enabling our customers to achieve the most challenging breakthroughs, particularly in semiconductor, precision optics, data storage, display devices, thick and thin films and material testing technologies, in more than 15 countries.

**Job Objective:**

Responsible for the development and performance of all sales activities in the worldwide Sensofar market. Responsible for the support and further development of the worldwide distribution network. Responsible for the overseas sales branches. Responsible for direct sales and OEM customer segments. Installation of sales team and providing leadership towards the achievement of maximum profitability and growth in line with company vision and values. Establishes plans and strategies to expand the customer base in the marketing area and contributes to the development of training and educational programs for clients and Account Executives.

**Responsibilities:**

- Develop a business plan and sales strategy for the markets that ensures attainment of company sales goals and profitability.
- Responsible for the performance and development of the branch offices and Distributors.
- Prepare action plans for effective search of sales leads and prospects.
- Initiate and coordinate development of action plans to penetrate new markets.
- Assist in the development and implementation of marketing plans as needed.
- Conducts one-on-one review with all Account Executives to build more effective communications, to understand training and development needs, and to provide insight for the improvement of Account Executive's sales and activity performance.
- Provides timely feedback to senior management regarding performance.

- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
- Maintain accurate records of all pricings, sales, and activity reports submitted by Account Executives.
- Create and conduct proposal presentations and RFP responses.
- Assist Account Executives in preparation of proposals and presentations.
- Control expenses to meet budget guidelines.
- Adhere to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Recruit, test, and hire Account Executives based on criteria agreed upon by senior management.

**Job Specifications:**

- ~ 5 years of experience in sales and sales team management.
- Speaks English and one more language fluently, and is developing his languages skills.
- Technical Education for a deep understanding of the company's products and the customer's needs.
- Strong understanding of customer and market dynamics and requirements.
- Willingness to travel and work in a global team of professionals.
- Proven leadership and ability to drive sales teams.