

**Position: Regional Sales Manager**  
**Locations: West Region**  
**Must be located near major airport**



**Position Summary:**

The Regional (Technical) Sales Manager will be responsible for delivering sales results in their assigned area and performing the ancillary functions that drive effective customer management and forecasting.

Successful candidate will be responsible for field sales, and will either work out of the Major Airports or Home Office locations when not engaged in business-related travel.

Elmet Technologies is looking for a dynamic, technically oriented individual to further develop its Technical Sales expertise.

This position is intended to provide an exciting blend of commercial sales, and customer interaction while interfacing directly with operations, customer service, engineering and senior management.

The successful candidate will be technically oriented, will ideally have a metallurgical / engineering background, and will communicate with all levels of the organization in addition to working closely with Elmet's customer base.

Elmet's metal products (wire, rod, sheet, plate, pressed and sintered parts) are highly engineered and are required in a variety of high-tech industries including semiconductor, medical, lighting, high temperature furnaces and electronics.

**Essential Job Functions and Qualifications:**

- Historical, successful performance in business-to-business, engineered sales activities and roles with proven track record of prospecting and market development.
- Technical mechanical, metallurgical or equivalent background sufficient to collaborate with customers and operations personnel to effectively generate revenue across existing product categories and capabilities.
- Generate and act upon sales leads, seeks sales opportunities, and apply sales process to direct sales situations to achieve sales goals.
- Interacts with customers and representatives to understand the application, best product fit, upselling opportunities, and prepares technical and quotation responses.
- Actively look for applications where the company's products can be used and communicate new findings to senior management.
- Gather, synthesize and report competitive intelligence in the form of market pricing, threats, and opportunities.
- Maintain technical competence with company capabilities and customer applications.
- Accurately forecast sales volumes to allow efficient running of facility and high customer service levels.
- Maintain call reporting and customer information in CRM database.

**Minimum Requirements:**

- Bachelor's degree in engineering (Technical) or related discipline vital.
- Successful candidate will have 2-4 years of relevant experience.
- Must have considerable "technical" background experience.
- Proficient in MS Office

**Location:**

- Must be located near a major airport

**Travel:**

- 60%, overnight

To be considered for this opportunity, qualified candidates should please send their resume with professional cover letter in MS Word or Adobe PDF format to: [hr@elmettech.com](mailto:hr@elmettech.com)