Protochips
Quantifiably Better™

# Field Sales Job Description

**JOB TITLE:** Field Sales Manager, Americas
**REPORTS TO:** Regional Sales Manager, Americas
**DEPARTMENT:** Sales
**FLSA STATUS:** Exempt

## POSITION SUMMARY:

This position is responsible for the promotion and sale of Protochips products in the United States, or some specific subset thereof. This position drives sales activity directly in the territory using technical, organizational, and customer knowledge to influence customers and assist them in the selection of products/services solutions to best satisfy their needs resulting in revenue generation for Protochips. It is expected that input and activity from this position funds various aspects of marketing, market planning, and technical development of products and services.

## ESSENTIAL SKILLS AND RESPONSIBILITIES:

- Generation of revenue via the sale of all products assigned, against given targets. Ancillarily, generation of sales leads for other members of the team, as these opportunities arise.
- Research and development of potential target customer contact lists. Follow up on sales leads and development of opportunities toward successfully closed orders.
- Maximize Protochips' visibility and penetration in the assigned region by adherence to the Sales Territory and Opportunity Management Methodology in place by the team.
- Provide detailed quotations to end users for current purchases and/or budget/grant proposals.
- Schedule and log all activity into a CRM database, including creation and maintenance of all sales opportunities, as defined by Sales Department policies.
- Work closely with service to help achieve a high level of customer satisfaction.
- Work with accounting and service to resolve on-going accounts-receivable issues.
- Organize local events, including product workshops, local user, society & trade meetings and customer presentations. As necessary, customization of existing or new sales collateral to support the successful close of an order.
- Other tasks, as assigned

## QUALIFICATIONS:

- Experience selling in large territories with state-of-the-art product offerings.
- Demonstrable capacity to keep abreast of new technology trends and their applications to real world projects.
- Possess a high degree of diplomacy, judgment, and ability to deal with and influence persons in all types of positions.
- Possess excellent oral and written communication skills including formal presentation skills before both small and large groups.
- Demonstrated ability in problem solving and negotiation with special emphasis on closing the sale.
- Use of Microsoft Office and other business systems with a high level of efficiency.
- Experience with a CRM, such as Salesforce.com, is preferred.

## LANGUAGE SKILLS

- English fluency required.

## EDUCATION/EXPERIENCE:

- Bachelor's Degree or higher in a scientific degree preferred.
- 5-7 years of sales experience preferred.

## PHYSICAL DEMANDS/WORK ENVIRONMENT:

The physical demands and work environment described here are representative of those that must be met by the employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Frequent travel required.