



Account Manager - Great Lakes Region

Taking on a dynamic role in fast-growing environment, the Account Manager will be responsible for promoting Laserax's leading technology and products to end users within the assigned territory in order to achieve the company's sales goals. The candidate will be a key player in rapidly achieving maximum sales growth in the United States and Canada—all while maintaining profitability.

Company description

Laserax designs and distributes state-of-the-art laser systems. Our high-performance industrial solutions allow for laser marking, cleaning and welding, among others, in automotive plants. With projects in more than 25 countries, we know how to beam around the world.

Working remotely from a key location close by automotive industry customers in the US or Canada and reporting directly to the Sales Director, who is located in Quebec, the Account Manager will be required to frequently travel and visit customers.

Job responsibilities:

- Constantly contact people in targeted industries across various prospecting channels (in person, by phone, by email, with social media, etc.) to rapidly grow and maintain the sales pipeline;
- Frequently visit existing and potential customers to promote Laserax's leading technologies, develop relationships and create business opportunities as well as negotiate and close deals;
- Clearly identify and communicate all customer needs and specifications to the Application Specialist to prepare quotes;
- Ensure that opportunity pipelines are constantly up to date in the company's CRM;
- Report the progress of all ongoing sales activities on a weekly basis and participate in developing forecasts;
- Assist in the implementation of sales and marketing plans by participating in trade shows, technical events, in-house demonstration sales meetings and other sales events.



Requirements:

- 5+ years of experience in a sales position for industrial equipment;
- Technical background in laser and/or automation;
- Experience in the Battery and Automotive markets an asset;
- Capacity to get into accounts with minimal initial contacts and references;
- Demonstrated hunter sales profile , growing market share, closing deals, ability to cold contact, set face to face meeting and develop relationships with champion. Ability to generate its own lead in target accounts;
- Good understanding of customers, market dynamics and requirements in at least one of the following industries: automotive, battery or industrial lasers;
- Strong communication, interpersonal and negotiation skills, ability to develop familiarity and get exclusive information from customer champion;
- Able to work independently as well as a team player in a dynamic and fast-growing business environment;
- Excellent prioritization and organizational skills;
- Ability and desire to travel frequently (+66%);
- Valid passport and driver's license;
- Be based in the Great Lakes region.

Our corporate values are

Fun - Innovation - Commitment - Sustainability

Send your resume at
rh@laserax.com