



Account Manager – Germany & Eastern Europe

Taking on a dynamic role in fast-growing environment, the Account Manager will be responsible for developing business for the delivery of industrial laser solutions to targeted industries by promoting Laserax's leading technology to the end users, directly or in partnership with the company's local partners.

Company Information

Laserax is a laser system manufacturer that provides efficient, innovative and safe solutions for the most demanding industrial applications. We rely on a team of laser technology experts to offer a complete range of products for laser marking and laser cleaning.

The Account Manager will develop and deploy the territory's sales strategy, which will be aligned with the company's goals and objectives. The ideal candidate will be the key player in rapidly growing the sales in the Germany and Eastern Europe region and provide guidance to achieve a maximum growth, all while maintaining profitability.

Working remotely from a key location in Europe and reporting directly to the Director of the Sales who is located to Laserax headquarters in Quebec, Canada, the Account Manager will be required to frequently travel to visit customers and partners.

Job Responsibilities

- Use leads and other resources to consistently and efficiently 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
- Travel to customer locations whenever necessary, sometimes overnight, to promote Laserax's leading technologies, develop relationships and create business opportunities, as well as negotiate and close deals
- Respond promptly and efficiently to customer requests and provide technical consultation and service to help solve their applications using Laserax's products in a variety of industries, selecting and promoting the proper company products/services for their application.
- 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
- Manage day-to-day activities with little to no managerial supervision and 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
- Coordinate account strategy and contribute to territory's strategic plan
- Develop a thorough understanding of Laserax products and applications through workshops, webinars, and on-the-job training
- Other duties or projects, as assigned



Requirements

- Educational degree in related discipline
- 5+ years of experience in a direct sales position for industrial equipment and in business development; hunter and more importantly, relationship building/nurturing
- Excellent presentation, strong communication, interpersonal and negotiation skills
- Excellent prioritization and organizational skills
- Goal-oriented and extremely hard working with a desire to make a measurable contribution to Laserax's success.
- Demonstrated hunter sales profile (growing market share and closing deals)
- Good understanding or interest in learning about customers, market dynamics and requirements of the automotive industry
- Able to work independently as well as part of a team in a dynamic and fast-growing business environment
- Willingness to travel 50% of the time, including the possibility of overnight travel
- Ability to listen and pro-actively react to customer questions and requests
- Understand and abide by all company policies and procedures: including professional dress code, punctuality, attendance, and sales process policies
- Must speak fluent English. German and/or French language skills are definite assets
- Valid passport and driver's license, must own a vehicle
- Be based in the southern region of Germany or Eastern Europe region

Our corporate values are
Fun - Expertise - Commitment - Creativity

Send your candidacy to
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