



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 ideal candidate will be a key player in rapidly achieving maximum sales growth in the United States—all while maintaining profitability.

Company description

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.

Working remotely from a key location close by automotive industry customers in the US or Canada and reporting directly to the Sales Manager, who is located in Ontario, 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:

- 2+ years of experience in a direct sales position for industrial equipment and in
- business development (Hunter and relationship building/nurturing)
- Experience contacts in the Automotive, Seating, Diecasting or Foundry sector (an asset)
- Demonstrated hunter sales profile (growing market share and closing deals)
- Good understanding of customers, market dynamics and requirements in at least one of the following industries: automotive, foundry or industrial lasers
- Strong communication, interpersonal and negotiation skills
- 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
- Valid passport and driver's license
- Be based in the Great Lakes region

Our corporate values are
Fun- Expertise - Commitment - Creativity

Send your Curriculum
Vitae at
rh@laserax.com.