

Surface Finishing Solutions for high-tech Industries

— become part of the team

Pureon is one of the world's top providers of technologically leading solutions for the surface finishing of high-tech materials. Our solutions are backed with in-house product development, research, and application testing along the entire value chain. Our global presence in manufacturing and research ensures we are closer to our customers to provide support with application development.

Senior Sales Manager

Location Remote within US, approx. 25% within US plus occasional global trips

The Senior Sales Manager is responsible for the growth, management, and relationships of key accounts in strategic markets of Semiconductor, Silicon Carbide, and Precision Optics. The position will interface with R&D and Process Engineers, Senior Leadership, Production, and Procurement at the customer level. This role will work with the General Manager of North America Sales to execute the sales strategy to meet the sales targets of Pureon North America.

Main responsibilities

Sales and Account Management

- Key account management
- Market and business analysis of relevant segments – identify and quantify new market opportunities for business development
- Assess market information (competitors, market share, pricing) and technology trends in industries/ market segments
- Drive aggressive company sales growth by continually identifying new sales opportunities
- Track opportunities with staged progress for cross-functional development with priority to close
- Develop new key accounts in upcoming markets
- Track and monitor sales activities and targets
- Update monthly sales/ report to the GM
- Quarterly review of the top 25 customers of NA region with NA GM
- Ability to sell value and lead by example and mentorship within the regional sales team

Organization

- Contribute to the NA sales team, ensure seamless collaboration and communication
- Contribute to defining the revenue budget of NA sales by account, responsible for meeting the budget targets

Pureon Inc.

1412 Airport Rd
Monroe, NC 28110
United States

At one glance

- Location: Remote within US
- Travel: Approx. 25%
- Pay range: 140'000 – 165'000 USD plus bonus
- Full-time

- Help define and meet KPIs and objectives of sales reps and evaluate the yearly performance
- Collaborate with innovation and technical teams for key customer-driven solutions and new product development
- Work with Product Management Team on new products, key customer, market intelligence, and competitive information
- Communicate changes in customer demand to Operations for S & OP and forecasting for supply chain and production capacity
- Provide support to the MarCom team during the exhibitions at NA regional level
- Partner with Customer Service to communicate customer needs and ensure they are met

Desired Skills and Abilities

- Excellent negotiation skills
- Must be a team player, a self-starter, innovative, diplomatic, flexible, dependable, and accountable for overall customer satisfaction
- Strong willingness to develop and grow personal relationships with external and internal customers
- Goal-driven and results-oriented mindset
- Ability to understand technical concepts, comprehend technical product applications, work with and influence others, evaluate opportunities on both technical and business levels, and set priorities based on business objectives
- Ability to understand non-disclosure and legal documents
- Mastery of Microsoft Office: Excel, Word, PowerPoint

Education

- BS / MS / MBA degree in a business, technical or science field

Experience

- 10+ years sales / sales management experience in a technical field (preferably in semiconductors, optics)
- Experience in Semiconductor, wafering processes and Precision Optics is preferred

What we offer

- A versatile and challenging job in a committed team
- Owner managed company
- Modern working environment, attractive infrastructure

#bettertogether



Commitment



Demanding Standards



Discovery



Problem Solvers



Sharing knowledge

We're looking forward to getting to know you!

Please send your complete application by e-mail to:
Pureon Inc., Mary Stewart, e-mail hcm.us@pureon.com

We only consider direct applications.