



Description

BENZ INCORPORATED, the well-established US subsidiary of BENZ Germany, a leading Manufacturer for CNC Machine Tool Accessories such as Live Tools and Right Angle heads is looking for a Regional West Coast Sales Manager to further develop our business in the Metalworking industry, call on established Dealers, customers and prospects as well as develop new relationships and improve on existing marketing strategies to develop OEM relationships in the area.

Candidate must have 5+ years of machine tool or machine tool accessory sales experience, must be self-motivated, have a strong work ethic and work well in a small team. A minimum of 50% travel is required.

Duties include but are not limited to:

- Developing relationships with Machine Tool Builders and Dealers
- Making Sales calls/contacts on established customers and prospects in the automotive, aerospace and other metalworking industries.
- Develop the specific territory and markets for new as well as existing products.
- Aggressively grow Sales across within the assigned region
- Preparing proposals and/or reviewing sales proposals for accuracy, preparing necessary support material for customers and factory engineers.
- Coordinating order progress between customers and field sales engineers/ distributors and assisting with closing the sale.
- Assure achievement of sales and margin goals
- Provide market intelligence guidance and feedback
- Assure achievement of product mix objectives
- Work closely with National Sales Manager to achieve set forecast and sales objectives
- Competitive salary, benefits and excellent commission program.

Requirements

- Minimum of 5+ years' experience in machine tool sales or related field, preferably in tooling for Lathes and Right Angle Heads for Machining Centers
- Track record of accountability and achievement of sales objectives
- Preparation of account development plans and meeting reports
- Strong interpersonal and consultative skills to support distributors
- Self-motivated, highly organized individual
- Experience using Word, Excel and CRM software
- Minimum 50% travel

Send Resume and References to Klaudia.Sanders@benz-inc.com