



B9Creations
Digital Manufacturing Technology

Sales Manager

Sales & Marketing

Make A Difference Every Day

There are jobs—and then there are careers. The chance to do something meaningful. To challenge yourself. To change an industry. All while surrounded by smart, motivated people on the forefront of the next industrial revolution.

B9Creations is passionate about improving our customers' lives with technology. The 3D printing/additive manufacturing solutions we provide help our customers better serve their customers, creating opportunities for growth around the world.

From giving companies a competitive edge in a global market to preserving jobs by keeping production local, our team is making a difference every day.

Join us in the heart of the Black Hills.

The Opportunity

We are looking for a sales manager with the skills and ambition to step up with a passion for matching customers with technology solutions. You will:

- Have some knowledge about the technology industry and/or a deep desire and capability to learn
- Create strong relationships with key client stakeholders at both senior and mid-management levels
- Work closely with colleagues on cross-territory opportunities and other internal teams on marketing materials and cause studies
- Understand and effectively communicate the company's value prop, tech, process and current partnerships
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors
- Maintain sales staff by recruiting, selecting, orienting and training employees. As well as counseling and disciplining employees; planning, monitoring and appraising job results



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- Contribute to team effort by achieving and exceeding personal sales goal
- Ability to identify and solve client issues strategically
- Work with the Sales, Account Management and Operations, teams to implement targeted sales strategy
- Work with internal teams on behalf of clients to ensure the highest level of customer service
- Analyze pipeline and lead data, deliver periodic reporting to the sales and marketing teams providing key business insights: typical reporting relates to Demand Generation, Pipeline Forecast and Trends, Conversion Rates, Target Account, Market Segmentation, Win/Loss, Age
- Report on key KPIs related to the lead and the opportunity waterfall in order to implement a consistent closed-loop between marketing and sales
- Educate yourself, current customers and prospects on the applications of 3D printing/additive manufacturing in current and targeted industries
- Presenting sales results, initiatives, and opportunities to the leadership team on a regular basis.
- Speaking at conferences and events about the company's products and services.
- Provide coaching, development, and performance management for team.
- Ensuring the CRM is being used effectively and provides a competitive advantage.
- Implementing best practice in sales techniques throughout the team.

Experience

- Minimum of 2 years in a sales manager role with a proven track record leading sales teams and go-to-market plans selling solutions.
- Natural leader with an ability to inspire performance with sales teams.
- Strong commercial outlook and an entrepreneurial approach to business development.
- Proven track record of leading people to achieve sales growth and deliver results in alignment with business plans.

Essential Skills



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- Presentation Skills
- Initiate & Manage Client Relationships
- Negotiation
- Prospecting Skills



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- Creativity
- Sales Planning
- Leadership of Business Initiatives and People

Education

- Degree in a technical or business discipline and/or equivalent experience
- Some amount of formal sales and leadership training

Working Conditions & Ergonomic Requirements

- Working conditions are normal for an office environment and work will require occasional weekend and/or evening work and travel with some international travel



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