

RDI LASER BLANKING SYSTEMS – Sales Executive

The Sales Executive is responsible for the sales of RDI Coil-Fed Laser Blanking Equipment and contract blanking services. This role will continue to grow the business by nurturing new leads and upselling current customers. Develop strong relationships with new and existing customers in various industries.

RESPONSIBILITIES:

- Actively engage with customers via telephone, web collaboration, email and in-person
- Prepare and present proposal and technical documents at customer locations
- Leverage CRM to store customer information as well as knowledge sharing to others
- Expand customer base from research and cold calls to potential customers
- Participate in open houses and industry trade shows
- Promote equipment and contract blanking offerings
- Responsible for successfully generating, pursuing, qualifying and closing sales
- Provide accurate sales forecasting
- Develop requirements with customer to transfer to team

SKILLS AND ABILITIES

- Ability to understand customer needs and generate solutions
- Work with a dynamic team in a fast-paced environment
- Ability to communicate proficiently and effectively
- Ability to manage multiple competing priorities, and work effectively under the pressure of time constraints in a fast-paced, collaborative environment
- Ability to effectively document discussions and discuss ideas, problems and solutions in both written and verbal forms to customers and co-workers
- Understanding industry dynamics, the competitive environment and customer business drivers
- Proficiency with CRM systems and MS Office applications
- Ability to travel domestically to various customer locations as necessary

EDUCATION AND EXPERIENCE:

- Experience in the metal fabrication industry is required
- Minimum 5 years experience in capital equipment machinery sales required
- Knowledge of table lasers preferred
- B.S. Mechanical Engineering or technical degree with equivalent work experience preferred.