

## Field Sales Manager – Industrial

A fast-growing, well established leading supplier of automated microscopy solutions to the LCD, semiconductor, laser micromachining and biomedical segments is seeking an experienced field sales manager to head our sales team. We are looking for an enthusiastic sales manager with at least 10 years of proven field sales experience selling to engineering teams located worldwide plus at least 3 years of sales management experience. We require a highly motivated, disciplined sales professional with engineering background, preferably with knowledge in microscopy , optics, and electronics. The candidate must have strong communication skills in English. Ability to communicate in Chinese, Korean, Japanese would be desirable but not essential. Candidate must be willing and capable of frequent travel to US, Asia and Europe.

### Requirements:

- At least 10 years experience in sales selling industrial products
- Engineering degree
- Excellent communication skills in English, both verbal and written
- Proven ability to understand and sell in a highly technical environment
- Willingness and capability to travel frequently including Asia, US and Europe
- Proven experience directing sales reps and channels in remote locations
- Proven ability to work with clients engineering team to determine their requirements and interface with our company's engineering team to develop the required solution, prepare quotations, secure the orders and follow up to ensure satisfactory installation.

Compensation:           Salary, commission and bonus based on experience

### Contact information:

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\$150,000.00