



Altamira Instruments

Position: Sales Manager

Location: Major Metro Area, USA.

Founded in 1984, Altamira Instruments is a manufacturer of scientific instrumentation located in Pittsburgh, Pa. Altamira is currently seeking a Sales Manager to achieve growth by expanding the customer base, crafting and implementing a strategic sales plan, and strengthening existing customer connections. The successful candidate will be a hands-on team contributor with efficient and proven organizational skills with at least 5 years of experience in selling custom or standardized analytical instrumentation to the chemical, energy, or oil and gas industry.

Responsibilities include:

- Developing and implementing a sales plan for Altamira's niche product lines
- Visiting new and existing customers both in the US and globally to strengthen and expand the customer base
- Writing detailed trip reports that clearly communicate the needs of the customer
- Presenting sales forecasts with agreed-upon targets to management
- Attending and planning conferences and exhibitions meant to showcase Altamira's products
- Identifying important emerging markets and finding competent international sales representatives in those markets
- Monitoring the performance and interfacing with existing sales representatives/distributors
- Developing and maintaining a customer contact database and log
- Preparing quotations and proposals
- Advising on new products in the industry and the status of the competition

Requirements:

- BS/MS degree in a technical field (i.e. chemical engineering, chemistry, etc...)
- Previous experience as a sales representative or sales manager
- Proven ability to close a sale
- Willingness to travel domestically and internationally

Benefit package includes: Health Insurance (major medical, dental, vision), Life, AD&D, Disability Insurance, 401k, Paid Time off

Salary and commission structure commensurate with experience. EOE.

Please send resumes to: info@altamirainstruments.com