

## **TECHNICAL SALES/ BUSINESS DEVELOPMENT MANAGER**

Experienced technical professional with strong background in materials testing is wanted to lead commercial activities as Technical Sales/Business Development Manager for a growing full-service materials testing and analysis company. Primary responsibilities include working with clients to increase market penetration of existing services, analyzing and developing growth opportunities for new market sectors and services, and working closely with headquarters marketing function to promote the company and its services. This is an unusual career opportunity with an established high-tech company. Excellent benefits package and tuition reimbursement options are available. Send resume and application letter with salary requirements.

### **Responsibilities**

- Develop and lead sales/business development activities
- Work with current client base to increase market penetration of existing services
- Analyze and develop growth opportunities in new market sectors and for new and existing service capabilities
- Meet with clients to assess and understand their needs, and work with various operations personnel to create responsive quotations
- Maintain industry awareness and presence through various technical conferences and trade shows
- Work closely with headquarters Marketing function to promote the company and its services

### **Qualifications/Experience**

- Bachelor's degree in science or engineering, or equivalent experience
- Strong technical background in materials science or materials testing (chemical, mechanical, or electrical)
- Sales or commercial experience, preferably in a service industry
- Strong business acumen and customer focus
- Drive and commitment to set and achieve aggressive goals
- Outstanding interpersonal and communication skills
- Results-oriented and able to work independently
- Willing to travel, with concentration on southeast and northeast regions of US

### **Location**

Greenville, SC or Schenectady, NY