



DAIHEN, Inc.

## JOB DESCRIPTION

POSITION TITLE: IL Sales Manager

FSLA: Exempt

EMPLOYMENT STATUS: Full-time Regular

REPORTS TO: Northern National Sales Manager

WORK SCHEDULE: As required, including overnight travel. Normal office hours are 8:00 am to 5:00 pm, Monday through Friday

DEPARTMENT: Sales

LOCATION: Chicago Land

### JOB SPECIFICATIONS

Knowledge of:

- Sales techniques.
- Sales closing techniques.
- Customer service concepts.
- Robotics, welding, and Daihen products.

Ability to:

- Manage all aspects of assigned territory.
- Follow through.
- Self-motivate.
- Speak knowledgably and confidently in front of the customer.

Skill / Experience in:

- Preparing and making presentations.
- Developing and maintaining business relationships.
- Effective use of PC and basic software.

**Education:** Some college. Degree preferred.

**Licensure or Certification Requirements:** Valid State Driver's License

### ESSENTIAL DUTIES AND RESPONSIBILITIES

1. Meet assigned sales targets.
2. Maintain existing customer accounts.
3. Follow through on leads.

4. Identify opportunities that generate new Daihen business.
5. Develop and maintain strong customer relationships.
6. Submit necessary documents / reports in a timely manner.

**SECONDARY DUTIES AND RESPONSIBILITIES**

1. Work trade shows as assigned.
2. Provide overall support of Daihen sales efforts.

**This job description in no manner states or implies that these are the only duties and responsibilities to be performed by the employee filling this position.**