

Sales Triage Manager Job Posting
Location: North Austin-Round Rock, Texas

The Company (who we are) – PulseForge, Inc offers tools that utilize photonic curing which is a cutting edge technology that dries, sinters, and anneals functional inks in milliseconds on low-temperature, flexible substrates such as paper and plastic. PulseForge tools can save time and money, and enable new types of products in applications like solar, RFID, display, packaging, and circuit.

Your background/interests (who you are) – You understand and have experience in a long sales cycle environment. Your customers relate to you as a trusted advisor and partner. They look to you to assist and guide them in their decision-making process. Ensuring customer success is always a high priority in your sales relationships.

The role (what you will do) - You will work with customers and prospects to understand business requirements and determine opportunities for PulseForge products and services. You will use your research and analytical skills to understand competitor activity to retain and enhance customer relationships. Knowledge gained from close customer relationships will provide feedback to application and design engineers. When appropriate you will arrange and host demonstrations in our customer lab. Working with application engineers, you will show the value of PulseForge products in meeting individual customer needs. You will participate in the implementation of products to ensure success and to foster growth in the customer relationship.

Responsibilities:

- Reports directly to VP of Sales.
- Advanced sales and customer service skills.
- Ability to analyze consumer data to optimize sales efforts.
- Technical aptitude with ability to communicate technical information to both technical and non-technical audiences.
- Ability to keep up with the changing trends in our target fields and bringing that knowledge to internal stakeholders.
- Ability to effectively communicate with clients and staff members.
- Excellent leadership and coaching abilities.
- Able to work with other department heads to develop effective marketing strategies.
- Advanced analytical and problem-solving skills.
- Skilled in staff optimization and team development.
- Assigns a triage priority based on observations and available information.
- Ability to handle stressful and constantly changing conditions.
- Manages CRM.
- Some light travel requirements.

Qualifications:

- Bachelor's degree in a technical field such as engineering (chemical, electrical, mechanical) and material science.
- At least three years successful experience in technical sales of electronic manufacturing equipment.
- Mechanical aptitude highly desirable as well as good problem-solving skills.
- Strong interpersonal skills to build long-term relationships with customers.
- Demonstrated ability to prepare and deliver persuasive technical presentations on a regular basis.
- Demonstrated ability to prepare a proposal package.
- Excellent skills in the use of Microsoft office products (ie. Excel, Word, PowerPoint)
- Ability to work in a self-directed and self-motivated environment, but also collaborate with engineering and other sales and marketing members

To apply, send your resume to:
mike.webb@pulseforge.com