



People love our software.
Will they love talking to you?

With a market share of around 80%, Volume Graphics holds a leading position in the industrial CT software industry, as recognized by the global business consulting firm Frost & Sullivan with the "2018 Global Industrial CT Software Market Leadership Award". Global customers, e.g., from the automotive, aerospace, and electronic industry use Volume Graphics software when it comes to quality assurance in product development and production.

Volume Graphics offers an innovative work environment in a rapidly growing company with an open corporate culture, room for creativity, and flat hierarchies. We are proud to offer all employees competitive remuneration and a modern workplace at an attractive location.



Sales Manager (m/f/i) For Our West Coast Region

Your Tasks

- > Generate sales revenue by identifying customer needs and performing product and software demonstrations at customer sites in a predominantly consultative sales environment
- > Develop and evaluate the success of sales activities for our product VGiNLINE in the area of automated inspection
- > Lead technical discussions with end-users to gain in-depth technical understanding of their NDT (Non-Destructive Testing) needs and work with their R&D, Engineering, Quality Control, and Sales Departments to build turn-key inspection solutions with our software
- > Develop technical sales presentations and sales marketing material for presenting Volume Graphics solutions to technical engineers and engineering managers
- > Make commercial proposals and lead sales negotiations
- > Perform technical demonstrations of our software based on the concept of using high-resolution X-ray imaging and 3D Computed Tomography as non-destructive inspection technologies
- > Establish and maintain close contact with current and potential customers
- > Participate in various marketing and lead generation activities, including manning exhibition stands and presenting at conferences

Your Profile

- > BS required (MS desirable) in one of the following: material science; engineering; life sciences; or related field with at least 10 years of technical B2B sales experience
- > Experience with sales for CT or X-ray-related inspection software or hardware; NDT software or hardware; metrology/additive manufacturing/ CAD/3D measurement tools; production automation technology software; or other products from a relevant scientific field
- > Clear understanding of X-ray/CT technology
- > Prior experience and success in selling to clients in the aerospace/automotive/electronics/supplier industries
- > Ability to form long-term, personal relationships with customers and to impart a deep technical understanding of our product offerings and process capabilities
- > Experience in IT/software/multimedia/high-tech companies with a passion for technology is a plus
- > Strong business acumen, exceptional interpersonal and networking skills, and a high level of self-motivation combined with a strong, independent work ethic
- > Strong negotiation and problem solving capabilities
- > Excellent communication skills: Fluency in business English is required, additional languages are a plus
- > Ability to work well under stress and reliably meet sales quotas and deadlines while effectively managing priorities and continually achieving the highest quality results
- > Skilled user of Microsoft Office tools; CRM knowledge is a plus
- > Manage a sales territory within the associated geographic area from a local home office with the flexibility and willingness to travel

Please send your complete application including your salary expectations and earliest starting date as a PDF file to Ms. Caroline Mark at jobs@volumegraphics.com.

