**Job Title: Regional Sales Representative (Account Manager)**

**Location:** East Coast/West Coast

KM Labs is a vibrant and fast growing company, that has developed a unique range of high technology Laser products

We are looking for a high energy, ambitious **Regional Sales Representative,** with experience of high technology capital sales, to join our team

**What will you do?**  
You will work with customers to gain an understanding of their complex requirements, and provide sales solutions that prove KM Labs unique values.

You'll have responsibility to drive revenue growth within your territory, and overall customer satisfaction across a variety of diverse market sectors in both Academia and Industry

* Work with Marketing to find and develop leads, deliver unique sales propositions and close them with maximum margin
* Understand the customers buying process to effectively report your sales funnel
* Develop and maintain effective customer relations with purchasing and end user within assigned territory
* Develop and execute sales strategies and plans to expand the business within your assigned territory; maintain a pipeline of opportunities to meet or exceed sales objectives
* Perform sales calls with all customers and potential customers in the assigned territory; must be able to travel for extended periods of time within territory
* Organize seminars and workshops within your territory to promote the concept of our products and solutions to a wider audience
* Research competitor and industry activity and keep informed of new products/services and other general information of interest to customers incorporating this data in the business plan
* Work with the overall team within KM Labs to ensure a positive customer experience
* Utilize tools e.g. CRM to effectively manage your accounts

**Minimum Requirements/Qualifications:**

* 2+ years of sales experience, selling high capital technology products in to the Academic or Industrial sectors
* The successful candidate will have sales experience in at least one of the following:
  + Academia, Materials Science, Life Sciences, Engineering
  + Industry, Manufacturing, R&D
* Understanding of Laser technology is an advantage
* Master’s degree or higher preferred with a technical focus in science or significant equivalent work experience
* Strong interpersonal, oral and written communication, and presentation skills
* Understanding of the high technology sales process, with for example, Miller Heiman training
* You have a strong desire to serve the customer and will act as a consultant to fulfill customer needs
* Must possess the organizational skills to multi-task and meet deadlines as needed
* Must be able and willing to travel to customer locations in the USA or internationally

**Ideal Candidate will possess the following characteristics:**

* Passionate about growing market share and revenues
* Drive and stamina, with a roll-up-the sleeves mentality to make things happen
* Exceptional closer
* Demonstrates unquestioned personal and professional integrity
* Demonstrates tenacity and confidence

**Benefits:**  
We are proud to offer our full-time employees a benefits package that speaks for itself and sets us apart from our competition. 99% employer paid benefits options include:

* Health Insurance
* Dental Insurance
* Vision Insurance
* Generous Paid Time Off
* Paid Holidays
* Simple IRA Matched Retirement Plan
* Competitive Base Pay with Incentivized Commission Plan

**Please submit application, including a cover letter and CV to** [**resumes@kmlabs.com**](mailto:sales@kmlabs.com)**, attention Mary Elizabeth Smith.**