



Sales Development - Job Opening

Sales of innovative 3D printer systems in the US and Canada
(Full-Time, In-Office + Travel)
Lithoz America, Troy, New York
November 9, 2022

Lithoz America is growing, and we are looking for a committed technical salesperson to expand the sales team. Their responsibility will be to build customer relationships toward realizing sales, by identifying leads, researching, and developing them, and moving them along the sales cycle to closing. We appeal to people with a technical background who are keen to understand the technology & opportunities, communicate it to interested prospects, and to build long-term partnerships.

Lithoz develops and manufactures additive manufacturing systems and materials for 3D printing of high performance ceramics. Our systems have been sold around the world in manufacturing and research organizations. Lithoz America's sales & marketing team includes the Vice President, Office Manager, and Business Development Lead, and includes other technical members of the team as needed for these efforts. The existing team is well versed in the technology and will provide full support on technical questions.

Lithoz America's culture is about working with diverse clients to develop and deploy new manufacturing technology to industry of all sizes, academia, and research, across industrial sectors such as aerospace, biomedical, electronics, chemical, and automotive. Lithoz America provides a flexible employee culture with a blend of full & part time, home & office, and schedules. We strive to be responsive to all customers. Our expectation is that no customer should wait more than 1 business day for a response.

Sales Development Tasks

- Identifying new prospects and building relationships by contacting customers through email, social media, phone, or virtual meetings
- Meeting with contacts and clients in person at events, trade shows, conferences and on-site
- Supporting and deepening of existing contacts with prospects and customers
- Interfacing with external sales partners and Lithoz headquarters sales team
- Contact persons are: CEOs, CTOs, heads of R&D departments, production managers, product managers in the following sectors:
 - Industry (aerospace, automotive, semiconductor, medical & dental, chemical engineering, energy technologies)
 - Research (universities, federal labs, and foundations)
- Product presentations of Lithoz systems to customers and stakeholders
- First needs surveys at the customer and coordination with the technical or production teams
- Generating system quotes, submitting and tracking offers, negotiating orders, and closing sales
- Manage sales pipeline, including use of CRM tool to record and track all leads
- Contribute to biweekly sales reporting to VP of Lithoz America and Head of Sales of Lithoz GmbH
- Independent planning of appointments and trips

Qualifications

- Technical or business degree
- Several years of B2B field sales experience with technical or manufacturing equipment or services
- Excellent communication skills in English, other languages an advantage
- Willingness to travel in US and Canada (approx. 25% of the working time)
- Ability to work the remainder of time in the Troy, NY office

Position Offers

- Enjoyment of a varied job in international company that develops and sells high-end technology
- Significant opportunity to shape the development of the industrial market at Lithoz America
- Value-oriented corporate culture and flexible environment

Send Resume to: info@lithoz-america.com

About Lithoz:

Lithoz is the market and technology leader for 3D printing advanced technical ceramics. Lithoz' additive manufacturing systems are purpose-built to produce the highest quality ceramic parts possible. With a foundation of more than 15 years of ceramic-focused innovation, Lithoz CeraFab systems deliver repeatable part dimensions with material properties comparable to conventionally manufactured ceramic parts.

Lithoz CeraFab 3D printers are DLP lithography-based systems that are designed to yield smooth, high-resolution ceramic parts with very economical material usage. Lithoz offers a broad catalog of standard ceramic slurries developed specifically for the CeraFab systems, and the open material platform of these printers means customers can develop their own resin/powder systems as well.

Lithoz has a strong partnership approach to ensure customers are successful, and offers training, application support, and materials research from Lithoz America in Troy, NY as well as from the Vienna headquarters.

Web: <https://www.lithoz.com/en>

LinkedIn: <https://www.linkedin.com/company/lithoz-america/>

Youtube: <https://www.youtube.com/channel/UCKaRbtdkBrgDMZKvGMVqTKA/>