

**Job ID:** 326DJ  
**Job Title:** Manager – Technical Sales  
**Degree Requirements:** BS Degree in Electrical, Mechanical, Mechatronics, or Systems Engineering  
**Years of Experience:** 3 Years Minimum  
**Type of Position:** Direct Hire  
**Location:** North of Atlanta / Outside Perimeter  
**Travel Required:** Extensive ( Domestic & International )

Actively searching for a Manager for a technical sales team located north of Atlanta, GA. The manager will oversee, guide and direct the sales and marketing team and to promote the sales of state of the art automated calibration systems. This position does require travel both domestically and internationally.

### **Job Responsibilities**

- . Oversee the day to day operations of the sales and marketing team
- . Develop marketing and sales strategies, prospecting plans, and customer partnerships to produce revenue growth and customer expansion
- . Take full ownership of action plans to assure sales and marketing goals are achieved
- . Provide leadership in the research, development, and implementation of new product lines to cover new markets
- . Actively identify customer requirements by soliciting new leads through meetings, correspondence, conferences, and on-line media
- . Continuously review and improve marketing literature, specifications, website, and online presence
- . Prepare technical and pricing proposals
- . Follow up on leads and proposals to close the orders in a timely manner
- . Review and approve technical documents prior to turning over to the engineering department

### **Requirements**

- . Skilled leader that motivates his team to be the best
- . Excellent communication skills
- . Must create strong and long lasting relationships with customers, staff, and industry leaders
- . Must be able to explain complex concepts in an easy to understand manner
- . Experience in industrial automation, electrical integration, machine design, or similar
- . BS degree in Electrical, Mechanical, Mechatronics, or Systems
- . Must have previous experience in industrial automation, electrical integration, machine design, or similar
- . Previous work in the nuclear industry in the areas of health physics, instrument calibration, or radiation shielding is a plus

If you meet these requirements and wish to be considered for this position, send your résumé to us in a Word document at [Resumes AT PinnaclePlacementGroup.com](http://ResumesATPinnaclePlacementGroup.com) mentioning the **Job ID** and the **Job Title** in the subject line of your email.

**In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your *MINIMUM* salary requirements.**

**KEY WORDS:** Industrial Sales Manager, Technical Sales Professional, Industrial Sales Manager, Medical sales professional, Radiation Instrumentation Sales, Industrial Irradiation Application Sales, Radiation Calibration Equipment, DOE, Department of Energy, NIST, National Institute of Standards and Technology, Nuclear Power, Nuclear Power Plant, University Research Laboratory, International Calibration and Research Facility, BSME, BSEE, Mechanical Engineer, Electrical Engineer, Mechatronics Engineer, Systems Engineer, Electrical Integration, Machine Design, Nuclear, Health Physics, Instrument Calibration, Radiation Shielding, Security Clearance, TWIC