



TITLE: Technical Sales Manager

JOB CLASSIFICATION: Exempt

DEPARTMENT: Sales

REPORTS TO: General Manager

LOCATION: Lenexa, KS

SUMMARY/OBJECTIVE

The Technical Sales Manager oversees all aspects of the order acquisition process through a team of regional sales managers, application engineers, and a test lab engineer. The position ensures Magnum Systems meets our sales targets, through increasing levels of technically sound applications, proper system application, buyout specifications, and product performance testing through best practices procedures and communication. This person will report to the General Manager and is a member of the Company's management team led by the CEO.

ESSENTIAL FUNCTIONS

- Manages a team of (12) employees comprised of Regional Sales Managers, Application Engineers, and a Test Lab Engineer.
- Monitors policy and procedure deployment in the areas of component specifications, system integration, performance testing, customer technical support, data visibility, and product performance measures.
- Oversees the sales pipeline for integrated systems with the Regional Sales Managers, providing direction, coaching and support for closing orders to meet monthly and annual budgets.
- Provides group leadership for employee and customer relations through effective communication, coaching, training, and development.
- Provides group leadership for problem resolution to facilitate pre-sales engineering support, technical specification detail, product performance testing, and troubleshooting.
- Identifies, communicates, and drives implementation of sustainable growth initiatives as approved by President/CEO, General Manager, and Senior Leadership team.
- Ensures direct reports understand initiatives, priorities, and big picture of Magnum's processes and procedures.

COMPETENCIES

- Communication proficiency
- Ability to implement and track new/existing policies & procedures
- Time management
- Customer value proposition
- Problem solving/analysis
- Project management

Your integrated source for bulk material automation.

- Strategic thinking
- Strong sense of discretion & confidentiality
- Specification analysis
- Understanding of integration & automation best practices
- Understanding of technical specifications and documentation

EDUCATION AND EXPERIENCE

Required:

- Bachelor's Degree in engineering, mechanical design, or business.
- Minimum of 10 years of combined experience in sales and application engineering.
- Experience with ERP's and CRM's, including data analysis (2-4 years).

Preferred:

- Strategic sales experience managing "hunters"; regional managers selling capital equipment projects directly to end users and supported through independent sales representatives. (5 years)
- Experience utilizing popular CRM's such as Salesforce. (2 years)
- Experience with bulk dry handling processing/packaging equipment and/or integrated systems. (3 years)

SUPERVISORY RESPONSIBILITY

This position supervises the Sales, Applications Engineering, and Test Lab Departments.

TRAVEL

Must be willing to travel as needed (10%).

OTHER DUTIES

This job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this position. Duties, responsibilities, and activities may change at any time with or without notice.

WORK AUTHORIZATION

Applicants must be legally authorized to work in the United States. Verification of employment eligibility will be required at the time of hire. Visa sponsorship is not available for this position.

Magnum Systems' policy is to provide equal opportunity to all people without regard to race, color, religion, national origin, ancestry, marital status, veteran status, age, disability, pregnancy, genetic information, citizenship status, sex, sexual orientation, gender identity or any other legally protected category.

Magnum Systems is proud to be a drug-free workplace.