

**Job Title:** Sales Manager, Machine Control  
**Location:** US  
**Department:** Global Sales  
**Reports To:** VP Sales & Business Development

Full-Time     Part-Time /     Exempt     Non-Exempt

### Summary

The position of Sales Manager, Machine Control, maintains and expands relationships with strategically important large customers. Assigned to a number of customers, the Sales Manager, Machine Control, is responsible for achieving sales quota and assigned strategic account objectives. The Sales Manager, Machine Control, may represent the entire range of company products and services but likely a targeted market to be discussed, while leading the customer account planning cycle and ensuring assigned customers' needs and expectations are met by the company. In addition, the Sales Manager, Machine Control, will prospect new customers in support of new business development to drive company revenue goals and meet assigned quotas. The Sales Manager, Machine Control, reports to the VP, Global Sales and Business Development. This position will be required to travel at least 50% of the time both Domestically and Internationally.

### Essential Duties and Responsibilities

- Maintain existing accounts in defined territory and as assigned, to meet and exceed forecast revenues while maintaining appropriate account satisfaction
- Follow up on new sales leads
- Meet or exceed margin targets developed by the VP of Global Sales on business generated
- Ensure full compliance with Corporate Credit Policy including timely credit review, credit monitoring and accounts receivable collection when called upon
- Update and submit product forecasts monthly, as requested by Sales Ops Manager
- Assist with development of company's strategic plan and budgets for markets, products, marketing and sales, to the extent agreed by the Director, Global Sales Major Accounts
- Represent other company business areas as called upon, to the extent agreed by the VP, Global Sales and Business Development
- Participate as a team member of the company and take a leadership role commensurate with the position
- Other assignments such as exhibits and trade shows, as necessary
- Other related duties as assigned by Management and/or Executive Team
- Ability to travel internationally
- Proactively lead a joint company-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones for a one and three-year period
- Proactively assess, clarify, and validate customer needs on an ongoing basis
- Lead solution development efforts that best address customer needs, while coordinating the involvement of all necessary company personnel

### Supervisory Responsibilities

This position will not currently supervise direct reports although this may evolve over time.

**Education and/or Work Experience Requirements**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

**Education and/or Experience**

- Bachelor's degree in business or related field
- 12+ years of experience in technical sales
- Excellent knowledge of industry and company market segment including competitors, products, channels and industry developments
- Precision Agriculture and Machine Control & Guidance experience
- Thorough knowledge of business planning and development
- Demonstrated previous successful sales track record is desired
- International sales experience desirable
- Background in GNSS and/or Precision GNSS field desirable