



## SALES MANAGER PACIFIC NORTHWEST (M/F/X)

*Insort is developing and manufacturing highly innovative sensor-based sorting and monitoring equipment for the international food processing industry. Our developments open new unimagined possibilities for food safety and quality control in the food processing industry. Headquartered in Austria, Europe with a US sales and service subsidiary based in Turlock, California.*

*We provide an exciting and challenging task in an innovative and fast-growing company with high-tech products. You have the possibility to grow with our company and you will be a key part of our efforts and success in North America.*

*After an initial training period, during which you will be trained on our technology and sorting machines both in our Turlock office and at our customers' sites, you will be responsible for selling our machines to existing and new customers in Idaho, Washington and Oregon.*

### **About the ROLE**

- ☛ Actively generating new leads and sales opportunities for our sorting and monitoring technology in the Pacific Northwest with a focus on potato processing, chip, fresh pack, fruit and vegetable industry.
- ☛ You will guide projects from lead generation to installation at the customer facility.
- ☛ Manage your own time and travel schedule with guidance provided from Insort North America Management and reporting to the Global Sales Manager
- ☛ Establish new and maintain existing relationships with customers in the Pacific Northwest. Monthly reporting on sales activity, projects, and sales pipeline to the global sales Manager.
- ☛ Collect and provide feedback from the customers on equipment performance, service, and operation.
- ☛ Work hand in hand with the project management and the service team.
- ☛ Maintain strong relationships throughout the sales cycle to assure complete customer satisfaction.

### **About YOU**

- ☛ An education or background in engineering or food processing is considered an asset
- ☛ Experience in the food processing industry, equipment manufacturing or equipment sales.
- ☛ Highly motivated and experienced sales professional with a good technical understanding and the ability for selling and promoting innovative technical products.
- ☛ In addition to technical competence and the ability of describing and solving technical issues, a customer related, and service orientated mindset is essential.
- ☛ Expert communication, presentation, and organizational skills
- ☛ Self-organized and success driven
- ☛ The ability to travel extensively (mainly regional for working the sales territory)

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#### **TRAVEL**

- ☰ Willingness to travel 50%+ of the time to cover the sales territory. Occasional travel to California and Europe for training purposes.

#### **SCHEDULE**

- ☰ Flexible work schedule. Manage your own time and travel schedule with guidance provided from Insort North America Management and reporting to the Global Sales Manger

#### **COMPENSATION AND BENEFITS**

- ☰ Base salary: 100,000-120,000\$
- ☰ 1% sales commission based on sales revenue generated
- ☰ Health, vision, and dental benefits package
- ☰ Car allowance
- ☰ Travel expenses will be covered by company (per diem for overnight travels)
- ☰ Vacation time: 3 weeks

**Please email your application to: [Michael.homma@insort.at](mailto:Michael.homma@insort.at)**

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