



Director of Sales – Olbrich coater/laminator products

About Us:

Since 1973 Matik, Inc. has been an industry leader in providing European technologies for the printing, packaging and converting markets. Matik provides machine sales, parts and service support.

The Sales Development Representative will specialize in selling Olbrich coater/ laminator products.

For over 70 years, Olbrich has been a leading German manufacturer of coating & laminating machinery. Olbrich technologies continue to set new standards in the marketplace. Today, many hundreds of customers on all continents rely on the quality and durability of Olbrich machinery.

Matik is on a growth trajectory and as a result we are looking for sales professionals to play a significant role in our expansion initiative.

The Role:

The right candidate is responsible for identifying qualified sales opportunity for Olbrich coater/laminator products in North America and guiding the prospect through the entire sales process from A – Z.

You will be an excellent candidate for this position if you possess the following traits:

- Have previous experience in converting machinery or capital equipment sales and have generated annual sales in excess of \$1,000,000
- Enjoy the game of business & hate to lose
- Constantly strive to take your business acumen up to the next level through study and learning
- Motivated to perform at your highest level
- Intuitive and strategic prioritization of the tasks that move the needle on sales performance

Sales success will be generated through:

- Weekly outbound calls to potential prospects
- Persistent and value creating follow up
- Full adoption of CRM software
- Frequent use of ZOOM & TEAMS conference calls
- Networking with a variety of professionals within the industry
- Face to face meetings as needed
- Crafting and delivering client focused proposals
- Achieving specific prospecting & sales activities
- Taking responsibility for the sales process from A to Z - from prospecting to closure

Markets to focus on are:

- Technical Textile
- Medical Film
- Decorative Film
- Flooring
- Wallpaper

Responsibilities:

- Achieve weekly & monthly prospecting and sales objectives for net new business
- Effectively serve and expand any existing accounts assigned to you by Matik
- Specify and quote equipment based upon the prospect's application and budget
- Work with factory representatives to develop opportunities and close sales
- Host customer visits to customer installations in the USA/Canada/Mexico and Olbrich factory demonstration center in Germany as well as machine build update meetings, FAT's, SAT's and project follow up
- Update and maintain CRM with sales activities, contacts and lead information
- Enter new customer data and other sales data for current customers into CRM
- Qualify customer inquiries, determines customer business reasons for a purchase and present Olbrich Technologies via Microsoft Office Products
- Support the company's strategic sales plans to accommodate Matik and factory sales goals
- Prepare sales forecasts, project reports and present company offers
- Review machine layouts and work with factory engineering to meet customer's project and business goals
- Prepare reports of business transactions and expense accounts.
- Stay current with industry trends and developments to seize new market opportunities

Requirements & Qualifications:

- 3+ years of Capital equipment sales (Required)
- Coating, laminating and/or printing experience (a plus)
- Ability to gather information from customers, conduct needs analysis and recommend solutions
- Strong work ethic and problem-solving skills
- The ability to absorb product knowledge
- Excellent communication skills – verbal, written, presentation, etc.
- Ability to influence and persuade others to include the ability to effectively communicate with all levels from the factory operations to Owners and C-Suite.
- Ability to work under pressure to execute moderate to high capital sales transactions
- Patience, tenacity and professionalism to endure long term, complex sales cycles
- Success with penetrating new markets, establishing new customer contacts and relationships, and using networking to expand existing customer relationships

Additional Position Specifications:

Travel Requirements:

- Domestic and limited international travel, 50% of working time
- Valid passport or the ability to obtain a passport is required.

Education:

- Bachelor's degree (Preferred)

Work authorization:

- United States (Required)

Territory:

- USA, Canada & Mexico

Languages:

- English fluency (Required)
- Fluency in German, Spanish or French is helpful

Job Type:

- Full-time Sales Pro, salary + bonus program + commission
- This is a career opportunity in which compensation has no limits and grows with experience

Salary (Base):

- \$70,000

Benefits:

- Health, Dental & Vision insurance
- Short & Long term disability insurance
- 401K retirement plan
- Profit sharing
- Paid time off

Paid Training:

- Complete training, tools of the trade

Matik is an Equal Opportunity Employer. Matik does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law.