



Sales Manager

📍 Synova USA, 60F Commerce Way, Totowa, NJ 07512

📄 Permanent contract

🕒 Start date: [subject to agreement]

About Synova US:

Headquartered in Totowa, NJ close to NYC. Synova is the pioneer of a revolutionary hybrid laser processing technology - Laser MicroJet®. Synova provides state-of-the-art high precision material processing in the semiconductor, aerospace, diamond, medical and defence industries.

Your main responsibilities:

- Develop sales of our products in our established market segments and seek out new opportunities.
- Develop and implement a sales plan, including forecasts to maximize profitable sales and customer satisfaction.
- Manage directly all aspects of the sales process, including lead qualification, identification of customers' requirements, sample processing, quotations, closure and subsequent account development.
- Plan, prioritise and execute sales activity and target account status.
- Communicate Synova value proposition at conferences and at prospective customers through technical and commercial presentations.

Your profile:

- BSc in Engineering.
- 5 years or more proven track record of selling technical capital equipment for materials processing in industrial market.
- Proven track record in meeting sales goals with strong technical skills.
- Excel, PowerPoint, Word and Zoho skills.
- Time management and organizational effectiveness.
- Flexible, ready and capable to travel up to 60% of time.

Experience with laser engineering, materials technology.

What we offer:

- 2 Weeks holiday.
- Reimbursements to help pay for monthly health insurance
- Flexible working hours
- 401K matching

Apply now!

Do you want to join our fast-growing, innovative and progressive company? If you feel that you have the qualities to make an effective contribution, please send us your complete resume at hr@synova.ch