

SYNOVA SA Innovative Laser Systems

**“Where others see impossibilities,
we see solutions”**



Headquartered in Ecublens near Lausanne, 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 industry as well as for emerging applications in the electronics, MEMS, solar cell, flat panel display and medical industries.

To support our new Micro Machining Center, we are looking for a

Western Region Sales Manager

based in Fremont, CA

In this position you will:

- Develop sales for the assigned territory at existing and new accounts
- Develop and implement a territory sales plan, including forecast to maximize profitable sales and customer satisfaction
- Manage directly all aspects of the sales process, including lead qualification, identification of customers requirements, samples processing, quotations, closure and subsequent account development
- Plan, prioritize and execute sales activities and customer contacts to achieve agreed upon targets
- Provide timely reports of sales activity and target account statuses
- Select and manage distributors and agents
- Communicate Synova value proposition at conferences and at prospective customers by delivery of technical and commercial presentations..

For this position, we are looking for candidates with the following profile:

- **US CITIZENS or GREEN CARD HOLDERS ONLY**
- BS in engineering
- Five years or more of selling technical capital equipment for materials processing in industrial markets
- Proven track record in meeting sales goals with strong technical skills
- Time management and organizational effectiveness
- Flexible and ready to travel
- Excellent verbal and written communication skills in English
- Local candidates only. No relocation provided.

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 apply now:

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