

# TENSILITY

## Job Description: Sales Manager

Date: February 1, 2024

Location: Bucerias, Nayarit

Summary: Sales at Tensility is the first and last point of contact with customers. Sales people do not sell in a traditional, high-pressure manner; they are instead the ambassadors for the customers who help, guide, facilitate, and bring customer projects to completion from the initial inquiry through the manufacturing and logistics processes. A technical background is important because Tensility's primary customer target is the design engineer, who is highly proficient in either electrical or mechanical engineering. A person who works in sales at Tensility is able to engage our customers on their level, as well as promote the Tensility brand.

Tasks include:

- a. Presents and sells company products and services to current and potential clients. Follows up on new leads and referrals. Identifies and resolves client issues.
- b. Prepares quotes with consideration to margins, shipping costs, and other factors.
- c. Prepares a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- d. Works with vendors to provide appropriate customer solutions.
- e. Presents technical information to customers in a professional, polished manner.
- f. Evaluates and approves specifications and samples.
- g. Coaches and guides sales team.
- h. Develops new markets or customer segments.
- i. Works closely with product development to identify and develop appropriate products for customer segments.
- j. Manages distribution accounts, sets global pricing, and negotiates contracts.

Other activities which may be special skills of employee and become part of permanent job description.

## KNOWLEDGE AND SKILL REQUIREMENTS

- Bachelor's degree in business or related field.
- Bilingual in English and Spanish.
- Technical background or capable of learning and applying technical concepts.
- Detail-oriented.
- Able to work in a team atmosphere as well as do independent work.
- Ability to work in an entrepreneurial and changing environment.
- Desire to learn and push personal limitations.

## WORKING CONDITIONS

Working conditions are normal for a professional office environment. Some travel may be required.