



Technical Sales Manager

Location: Boston, MA

Are you a hands-on sales manager experienced in leading a successful sales team as well as identifying new business and closing deals yourself? Are you technically knowledgeable in addition to being an excellent negotiator? If so, we'd love to hear from you.

We need a competent, enthusiastic and organized sales manager to lead and nurture a small team as well as sell our audio test and measurement system to their own set of exciting accounts in the consumer electronics industry. This position, based out of our Boston head office, will be responsible for growing and supporting our customer base, both directly and by leading and assisting team members to achieve their targets. As part of our management team, the sales manager will work closely with the company president, marketing, and operations department to meet company targets and objectives.

On the management side, you will:

- Develop, motivate and nurture our growing team of sales people, hiring additional staff when required
- Manage the team's performance to meet targets
- Manage our North America distributor network
- Work closely with marketing, operations, support and the company president to plan and execute the next stage in the company's growth

and on the sales side you will cover every aspect of the sales cycle for your own accounts including:

- Technical demonstrations of our products at customer sites, trade shows and remotely via WebEx
- Preparation and follow up of quotations
- Working closely with engineers, senior executives and corporate purchasing departments to close the deal
- Building long term relationships with customers to secure future business

We have a product with strong brand recognition, an established customer base of fortune 500 consumer electronics companies and an up-to-date and organized sales department with tools in place to ensure a steady stream of leads as well as to track customers and opportunities. Our competitive compensation package includes base salary plus uncapped commission, and a complete benefits package including vacation, healthcare, generous 401k, and more.

Skills and Education

Required

- Bachelor's degree (engineering / scientific subject a plus), or equivalent experience
- Minimum 7+ years in a sales role with a proven track record of sales growth within your territory
- 3+ years' experience managing and developing a team of sales people (managing remote employees a plus)
- Excellent written and verbal communications skills
- Strong organizational and follow-up skills – consistent and reliable use of the company's CRM is expected



- The ability to work well in a small team and to interface well with different cultures in order to maximize sales on a global basis
- An energetic, outgoing, and goal-oriented personality
- A collaborative attitude

Advantageous

- Previous experience, or an interest in acoustics or sound and vibration engineering is an advantage
- Experience with Salesforce or other CRM system

Note: This position requires some (up to 30%) travel, including multi-day trips (usually 5 days). A driver's license and clean driving record is a requirement for this position. Although mostly within the United States, occasional international travel is required.

Please send resume and cover letter to salesjobs@listeninc.com with the subject title 'Technical Sales Manager'.

About Listen

Listen is a world leader in audio test and measurement systems. We have been in business since 1995, and offer the spirit and flexibility of a small company, combined with the stability of an established company with a 20 year track record of steady growth. In addition to a competitive salary, the company offers an externally managed benefits package which includes healthcare, 401k, paid vacation, and more. Listen's culture offers refreshing flexibility, internal mobility, and open accessibility to leadership.

SoundCheck, our flagship product, is a powerful large scale LabVIEW-based electroacoustic test software solution. It is used for R&D and production line testing of loudspeakers, microphones, hearing aids, telephones, headphones, headsets, MP3 players, and other audio electronics. The product has 20 year track record of innovation, and is the accepted standard in many blue-chip and Fortune 500 companies worldwide.

Listen, Inc. is an equal-opportunity employer.