**Got Degree?... Need Experience?**

**Packaging Equipment Sales Manager Trainee**

**ABOUT US** - A Legacy of Excellence

Established in Jackson, Michigan in 1972, LeMatic Inc. is a privately-held corporation with a rock-solid worldwide reputation for innovation & leadership in the baking industry with their line of slicing, packaging & automated systems. Whether it’s a slicing issue that suddenly arises, or a new product that requires a unique approach, the best bakers in the world know that they can turn to LeMatic for help.

The best manufacturing equipment & methods are only as good as the people that make it happen. The Lamaic team’s dedication to quality is apparent in everything we produce. From engineering & sales, to the skilled technicians on the floor & our outstanding service & support staff, LeMatic employs seasoned professionals with a solid baking industry background.

Engineering, manufacturing, testing, sales & support are all housed at our 55,000-sf headquarters in Jackson Michigan. We’ve experienced consistent growth since our arrival to this location in 1983. By maintaining LeMatic’s position as the leader in slicing and packaging manufacturing, strengthening the role of robotic and vision-assisted technology in equipment design, and continuing to form strategic partnerships for new technology, LeMatic looks forward to a bright & prosperous future to share with our customers and employees.

**POSITION DESCRIPTION:**

As a Sales Manager Trainee on our Bakery Equipment team, we will prepare you to successfully convert new opportunities into wins for you and our Company. You will start in a training capacity by experiencing various operational areas of our business. As a Trainee, you will be under the guidance of the Director of Sales as a mentor, to learn about our products and the overall sales process within various accounts and territories. During this time, you will not only learn our products, our industry, and our customers, you will also learn the industrial sales process, including prospecting, territory planning and management, negotiation, and account management strategies. Initially, you will participate in the assembly of the equipment, as well as, travel to project installations and commissioning working side by side our Service Technicians. After the “hands on” period, you will work in our aftermarket department proactively selling spare parts and upgrades for our equipment. After successfully completing the training period, you will be tasked to represent Lematic in a positive and professional manner to our customers. You will assist the Director of Sales in all aspects of the sales cycle.

**TRAINING:**

* Manufacturing assembly on the shop floor. Hands on experience actively working with assembly workers to learn the details of product construction.
* Installation & Commissioning on the Customer’s production floor. Hands on experience actively working with service technicians to fully understand the performance and capabilities of our equipment. Also gain understanding of Customer’s manufacturing requirements.
* Aftermarket sales & support from Corporate offices. Daily interaction with Customers Lematic team sources repair parts, processing orders, and selling upgrades.
* Project Management support from Corporate offices. You will engage with the Engineering, Purchasing, Manufacturing Teams to learn all aspects of insuring project success. At the direction of the Sales Director, you will oversee the deployment of projects from securing the contract through delivering the equipment, and on to favorable handoff to the customer.
* We take the time to train you right because your success is our future.

**Post Training Responsibilities:**

* Proactively seek sales opportunities by use of cold calls, existing customer touch points, marketing and lead follow up, and social media outreach.
* Travel to prospective customers for discussions of product and project specifications, positive representation using Lematic sales and marketing tools, and effective sales closure.
* Represent lematic at various Trade Shows and Industry Meetings as required.
* Meet with appropriate Lematic team members for risk management, equipment specification agreement, quotation guidance, and Lematic advantages to exploit.
* Coordination with other departments to ensure the production viability of new designs, creation of the required documentation, and internal and customer approval for all concepts.
* Provide continuity during the transition from the proposal phase to the production phase by acting as the main technical liaison between the customer and the Lematic team.
* Maintenance of Sales & Marketing Material for accuracy and continued improvement. Including capturing of competitors’ and LeMatic’s field equipment in operation using notes and digital media where appropriate. Converse with customers on industry trends as it relates to our equipment.
* Report to the Director of Sales all sales activities including opportunity development, customer interactions, and project issues.

**REQUIREMENTS**:

* Bachelor’s degree or equivalent experience
* Must be a self-starter with the ability to schedule time effectively
* Outstanding work ethic and tenacious drive to succeed
* Strong influential skills/level of charisma for building long-term relationships with customers
* Good organizational skills
* Ability to learn both sales process and product and make applicable use of knowledge
* The ability to interpret and analyze mechanical, and/or electrical specifications and data, the ability to communicate effectively with customers, suppliers and at all levels within the company, have good writing skills
* Experience with Cad software is preferred
* Proficient with Microsoft office suite software
* Excellent communication, presentation, and interpersonal skills
* Prior sales and customer service experience helpful
* Good mechanical aptitude
* Must be willing to travel extensively & often over weekends
* Valid drivers license and good driving record required

**BENEFITS:**

* Medical, dental, vision, and life insurance
* 401(k), Holidays and Vacation Pay
* Mobile phone, laptop
* Professional development and training
* Base Salary plus Commission