Sales Manager USA

Acquisition in response to this vacancy is not appreciated!

As Tecnotion's sole direct representative in the United States, you are responsible for driving growth in the U.S. market. You actively pursue new business opportunities while managing and developing a network of independent sales representatives. Together, you introduce our high-tech solutions to OEMs in the semiconductor and machine tool industries.

Key responsibilities:

- Independently develop new business with the focus on mid- to large-size OEMs in the semiconductor and Life Science and Machine tool industries.
- Lead, support, and expand a national network of independent sales representatives.
- Act as Tecnotion's face in the U.S. market—from first contact to closing deals.
- Coordinate the sales process in close collaboration with application, customization, and key account teams based at headquarters in the Netherlands.
- Maintain and Build strong, long-term customer relationships at both strategic and operational levels.
- Identify market trends and translate them into effective sales strategies and actions.
- Create sales plans, forecasts, and reporting for headquarters.

Skills and experience:

- Minimum of 5–8 years' experience in B2B sales to OEM customers with technical experience In Motion control Sales, preferably in the semiconductor Life Science and or machine tool industries.
- Proven experience managing and expanding a network of sales reps or distributors.
- Comfortable working independently while maintaining strong internal and external communication.
- Commercial mindset with a drive for results and customer success.
- Willing to travel frequently (60%+) across the U.S.
- Ideally based on the U.S. East Coast.
- Technical affinity and knowledge or understanding of high-tech automation solutions is a strong plus.

This role is critical to achieving Tecnotion's strategic growth targets in the U.S. Through your entrepreneurial approach, customer focus, and collaboration with our specialist teams, you help strengthen our position in key markets—fully aligned with our values: innovation, trust, continuity, and ethics.

Success indicators:

- Measured Revenue growth through both direct sales and the rep network.
- Acquisition of new strategic OEM customers.
- High customer satisfaction and long-term partnerships.
- Active, well-supported rep network with clear regional impact.
- Accurate and transparent sales reporting to HQ.

Information

For more information, please contact Steve Nikolaus – Vice President Sales. Tel 0031 546 536 382 or steve.nikolaus@tecnotion.com.

You can send your application and resume to careers@tecnotion.com attn. Wouter Nijhuis – Recruitment Manager
More information about Tecnotion www.tecnotion.com

Acquisition in response to this vacancy is not appreciated!