



**Engineering Manufacturing  
Technologies, LLC**

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## **Sales Manager or Sales Representative**

### **Company Overview:**

Engineering Manufacturing Technologies (“EMT”) is a metal component manufacturer located near Binghamton, NY. Our manufacturing facility is over 80,000 sq. ft. and we employ over 125 personnel. EMT has been in business for over 70 years and our manufacturing processes include Punch Press Stampings, Sheet Metal Fabrications, and CNC Machining & Turned parts. EMT is known as a leader in our industry and our manufacturing facility houses the “most state of the art” equipment. Our continued growth in the automotive, aerospace, commercial/industrial, DOD, firearm, and pharmaceutical industries requires EMT to hire an experienced Sales Manager or Sales Representative.

### **Essential Duties & Responsibilities:**

- To identify and cultivate new business opportunities and establish high level relationships with targeted customer accounts across a wide-range of major industrial markets in order to yield profitable sales volumes for our stamping, machining, and sheet metal operations.
- Maintain weekly sales log of sales call activities which is to be distributed to senior management.
- Monitor all customer quotes through EMT’s Estimating Department to ensure timely issuance of all customer quotes and proper follow-up with end customer to ensure EMT capitalizes on being awarded the work (timely feedback of customer concerns so EMT can respond effectively is absolutely critical).
- Perform cold calling of prospective customer accounts and accurately qualify all sale lead opportunities.

- Coordinate program/project planning between customer representatives and EMT personnel to set expectations, ensure identification of appropriate design criteria, product requirements, manufacturing schedules, target pricing & forecasted annual volume, along with any other similar considerations.
- Assist with Strategic Marketing Plans by assessing growth opportunities, competitive analysis, and conveying the voice of the customer to EMT management.
- Attend trade shows, conferences, and routinely participate in on-site customer visits.
- The ability to consistently execute and deliver on agreed upon sales quotas & targets is critical in order to be considered as a qualified candidate.
- Must be able to utilize analytical skills and “dig into data” to help make informed business decisions.
- Proven negotiation skills are essential.
- Must be self-reliant and able to work independently; must present a high sense of urgency, take initiative, and display a positive attitude to “get the job done”.

**Education/Qualifications:**

- 5 to 10 plus years in a sales/business development position in the metal component industry (stamping, machining, and/or sheet metal fabrication) is a pre-requisite.
- Must be computer literate and proficient in Microsoft Office (i.e. Outlook, Word, Excel, PowerPoint, etc.). In addition experience in ERP and CRM systems is preferred.
- Experience in developing a sales territory by securing new customer accounts and growing existing customer relationships within the assigned territory.
- Demonstrate that you have achieved or exceeded annual revenue goals/targets in your prior sales position.
- Excellent sales and relationship skills is essential. Effective written and verbal communication skills with people at all organization levels are a must, and the ability to prepare & present PowerPoint Sales Presentations is critical.

- Must have reliable transportation as travel to customer accounts will be extensive, but qualified candidate need not live in the Binghamton, NY area.

EMT provides an exciting and challenging work environment for the right candidate. EMT offers a competitive compensation package including a base salary and an “uncapped” commission plan that can provide “unlimited” earning potential for the proper candidate who is dedicated, hardworking, and motivated by money. EMT’s fringe benefits include health and dental benefits, paid vacation, paid holidays, life insurance, short and long term disability insurance, 401K plan with employer match, employee FSA’s and HSA’s options, and much more. EMT is looking for a career oriented professional to join our management team who will demonstrate leadership qualities which will assist the company in achieving our aggressive growth and expansion plans.