



SWIGRO is a growing, fast paced company focused in the Industrial Additive Manufacturing space. We are an Auburn, Alabama based US company distributing BigRep, Sintratec and other industrial-grade 3D printing equipment. In addition to distributing equipment, we provide manufacturing services and solutions to our customers.

SWIGRO is looking for a Regional Outside Sales Executive to prospect, develop leads and support the inside sales group. The Regional Sales Executive should have a proven history of developing markets and more specifically leads in assigned territories. Experience in the manufacturing/industrial sector is strongly preferred as this will be the target market for this position. The Regional Sales Executive will guide customers in their quest for 3D printing equipment and services.

Regional Outside Sales Executive

Essential Functions:

1. Develop new leads for industrial additive manufacturing equipment and printing services
2. Build existing leads into opportunities
3. Work with internal sales group to find solutions for customers
4. Meet and exceed sales goals
5. Prepare written presentations, reports and proposals to clients
6. Maintain organized up to date records of clients and sales activities

Requirements:

1. Ability to make oral presentations to customers
2. Ability to learn technologies and machinery
3. Working knowledge of computers and Microsoft Office suite
4. Ability to perform effectively under varying workloads
5. Ability to cold call businesses
6. Skill in working independently but collaborating with internal sales team
7. Ability to establish and maintain cooperative working relationships
8. Skill in writing professional, routine business correspondence

Preferred Qualifications:

1. Experience in B2B capital equipment sales
2. Experience in Additive Manufacturing/3D Printing Technology
3. Experience in selling to industrial customers

If interested in this opportunity, please send your **resume and cover letter** to the email below!

Sincerely,

Hiring Manager – SWIGRO

334-329-5353

info@swigro.com