

Employer: imaging Technology international – Cambridge, UK

Title: International Sales/Account Manager

Skills: Proven track record in sales and account management, preferably in a technical/engineering product sector and ideally within the ink jet industry.

Company: imaging Technology international Ltd

Location: Cambridge, England, UK

Pay rate: Competitive basic + commission + benefits package

Job description:

International Sales/Account Manager

About imaging Technology international Corporation

imaging Technology international Corporation (iT*i*), founded in 1992 and headquartered in Boulder, CO designs, develops and manufactures industrial manufacturing systems that incorporate inkjet technology. It is also recognized as the pre-eminent supplier of development tools for the inkjet industry.

iTi is a fast growing privately held start-up company which has recently opened up OEM channels for its new Digital Web Press and VJET production systems. iT*i* supports an international customer base with more than 50% of products shipped outside the United States.

The International Office was opened in Cambridge, UK in January 2006 to support our rapidly growing business in the EMEA region (Europe, Middle East & Africa).

RESPONSIBILITIES

The core area of responsibility will be to manage existing accounts and generate new sales for our range of inkjet development tools. Activities will include:-

- supporting customer accounts
- liaising with technical support at our HQ in Boulder, Colorado
- qualifying new business leads
- bidding and closing sales
- representing the company at industry events (trade shows/conferences)

Position reports to Debbie Thorp, VP EMEA Operations

REQUIRED SKILLS AND EXPERIENCE

- Proven track record in sales and account management, preferably in a technical/engineering sector, and ideally within the ink jet industry.
- Self motivated and comfortable working in a challenging rapidly-growing company environment
- Excellent written and verbal communication skills
- Results and process orientated
- Strong customer and commercial focus
- Experienced working with a diverse international client base
- Language skills - German in particular - would be an advantage

EDUCATION and TRAINING

Graduate – engineering background would be an advantage, but not required.

Candidates should be highly self-directed and able to balance a team approach with personal initiative.

OTHER BENEFITS

iTi provides exceptional benefits to our employees including medical, disability and life insurance, pension and Incentive Stock Options

If you would like to apply for this position, please send your CV to:

imaging Technology international Ltd
St. John's Innovation Centre
Cowley Road
Cambridge CB4 0WS
England UK

Tel: +44 (0) 1223 422223

Email: dthorp@iticorp.com

Principals only- no third parties, please. Imaging Technology International is an Equal Opportunity Employer.

Travel required: Frequent
Telecommute: No (part-time possible)