



We are seeking a new team member as:

Rotocontrol Sales Manager - Americas

Rotocontrol, an EMT International owned company is seeking a dynamic, motivated Sales Manager to join our team to lead expanded sales efforts to the label and packaging markets in the United States, Canada, and Latin America.

The Sales Manager will be responsible for a broad range of sales management activities, including but not limited to overseeing staff, direction, outcomes, and budget, as they lead expansion efforts in the western part of the world.



▶ The successful candidate is willing to travel a minimum of 50%, including limited international travel, and lives near EMT International headquarters in Hobart, Wisconsin.

Our Sales Manager will:

- Manage direct and independent sales representatives in United States, Canada, and Latin America
- Expand territorial coverage throughout the Americas region
- Develop new business both through direct and managed sales efforts at customer sites
- Provide strong OEM partner support including joint sales visits, events, and marketing efforts
- Develop and execute strategies to successfully expand market penetration
- Meet and exceed annual sales & profit targets for the Americas product line
- Participate in setting annual and regional sales and profit targets and budgets
- Coordinate global sales and marketing efforts with EMEA sales management
- Manage uniform pricing, quote funnel and quotation processes
- Manage key account business relationships
- Coordinate and participate in industry trade shows, events, and promotional events
- Understand and share updated industry market knowledge and data
- Manage divisional sales expenses to established budgets
- Present information as needed in a variety of formats

Essential Knowledge, Skills & Abilities, and Key Characteristics:

- Ability to travel to a minimum of 50% locally and across the Americas
- High acumen for sales with high level presentation and negotiation skills
- Strong organizational and time management skills
- Driven self-starter
- Solid communication skills, both written and verbal
- Team player, ability to work effectively with a variety of people and levels of business
- Demonstrated customer focus experience

Required Experience, Education and Training:

- BS or BA degree in business, marketing or equivalent technical education/experience
- Minimum five years' experience in Label Industry
- Minimum five years sales/sales management experience
- Strong technical skills including understanding of the Label and Packaging market applications, equipment, and technologies
- Strong computer skills, competent in ERP/CRM systems navigation and operation
- A combination of education and experience will be considered



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What we offer you:

- 401(k) matching
- Dental insurance
- Flexible schedule
- Health insurance
- Life insurance
- Mileage reimbursement
- Paid time off
- Travel reimbursement
- Tuition reimbursement
- Vision insurance
- Work from home

Interested? We look forward to hearing from you!

Visit us at www.emtinternational.com and email your resume to emthr@emtinternational.com.

About EMT International

EMT International is located near Green Bay, Wisconsin, and has been in business since 1930. It grew from a tool and die shop to a world class manufacturer of finishing equipment, tooling and web transports for the digital / ink jet printing, offset and label markets.

EMT International/Rotocontrol today designs and provides solutions to some of the largest printing and label OEM's and companies in the world such as HP, Domino, Screen, Canon, CCL, and RR Donnelley. In 2016, EMT International acquired Rotocontrol, a German based company which provides finishing machines for label inspection, slitting, rewinding, die cutting, and digital and booklet printed labels for the narrow web industry.

Rotocontrol solutions for the global market are now manufactured and designed in our Wisconsin based headquarters.

