

Company Overview:

Four Nine Design is a leading innovator in the design and manufacturing of advanced cryogenic systems. With a commitment to pushing the boundaries of technology, we provide cutting-edge solutions that enable breakthroughs in scientific research, and industrial applications. Our state-of-the-art cryogenic equipment is engineered for maximum reliability, productivity, and precision, serving industries such as quantum computing, and superconducting technologies. We are dedicated to fostering a culture of excellence and collaboration, both within our organization and with our partners around the world. We are currently seeking a detail-oriented, well-rounded, and self-motivated person to join our dynamic team.

Position: Sales Manager

Position Type: Full-Time, On-site

Location: Billings, MT

Role and Responsibilities:

Key Responsibilities:

- Develop and implement effective sales strategies to achieve company goals.
- Identify and pursue new business opportunities.
- Build and maintain strong relationships with key customers.
- Oversee the entire sales process, from lead generation to closing deals.
- Manage the sales pipeline and ensure effective follow-up.
- Work with marketing group to create effective collateral.
- Work with marketing group to improve the website experience.
- Analyze sales data and market trends to identify areas for improvement.
- Motivate and inspire the sales team to achieve their goals.
- Address any challenges or issues faced by the sales team.
- Coordinate with other departments, such as marketing and customer service, to ensure a seamless customer experience.
- Prepare and present regular sales reports to management. Analyze sales data and identify trends and opportunities.
- Address customer inquiries and concerns.

Required Qualifications: To succeed in this role, you should possess the following qualifications and skills:

- Bachelor's degree in a technical field
- Minimum of 2 years of experience in sales or customer service
- Excellent communication and critical thinking skills.
- Excellent English grammar and writing ability for quotes and other collateral
- Outstanding attention to detail and precision task execution.
- Strong organizational and time management skills with the ability to prioritize tasks effectively.
- Ability to manage and exceed at delivering on multiple high priority tasks.
- Experience with, and a desire to work within, a fast-paced, startup environment.
- Ability to work collaboratively within a team and independently when necessary.
- Proficient working knowledge of Microsoft Office – Word, Excel, PowerPoint, Teams
- Ability to manage multiple priorities and demands (email, phone, walk-ins) in a professional and calm manner with demonstrated strong written and oral communication skills.

Desired Qualifications include:

- Master's degree or beyond in technical field or business
- 2+ years of experience in high technology manufacturing or engineering environment.
- Proven sales performance for company growth.
- Proven team leadership.

Core Values:

At Four Nine Design, we uphold the following core values:

1. Humility: Approach tasks with a humble and open mindset, ready to learn and grow.
2. Integrity: Demonstrate honesty and ethical behavior in all aspects of work.
3. Hard Work & Focus: Commit to a strong work ethic and maintain focus on tasks at hand.
4. Innovation: Embrace creativity and strive for continuous improvement in all processes.
5. Highly Productivity: Deliver results efficiently and effectively, contributing to the overall success of the team.

**Why Join Four Nine Design:**

- Opportunity to contribute to exciting and innovative design projects.
- Exposure to a dynamic and collaborative work environment.
- Gain valuable experience in cryogenic design.
- Work closely with experienced professionals and expand your skill set.
- Potential for further growth and development within the company.

Benefits:

- Compensation includes base pay plus bonuses for sales achievements.
- Retirement plan.
- Healthcare plan.
- Opportunity to grow in your skillset and team role.

If you are a motivated individual with a passion for accuracy, excellent communication skills, and are eager to contribute to the success of our projects, we encourage you to apply for this position at Four Nine Design.

How to Apply: Please submit your resume and a cover letter outlining your relevant experience and qualifications to Ben Keeley at ben@four9design.com.

We appreciate your interest in joining Four Nine Design and look forward to reviewing your application!

Four Nine Design offers a fun and unique culture in addition to competitive compensation and benefits package, including: Medical, Dental & Vision Insurance, Paid Holidays & Paid Time Off. Four Nine Design is an Equal Opportunity Employer does not discriminate against job applicants or employees because of the person's race, color, religion, sex, national origin, age, disability or genetic information. All applicants must be authorized to work in the US.