



Professional Sales Opportunity in High Growth Industry: 3D Printing

3D Printing is revolutionizing the way products are designed and manufactured around the world. The development of this industry creates a tremendous platform for company and personal growth. This is an outstanding opportunity for the right person who is familiar with 3D Printing, product development processes, and various manufacturing applications and industries.

PaliProto 3D Printing and 3D Scanning LLC has led the advance of this exciting field in Southeast for the past 3 years and currently has an opening for a key individual to join our team. If you are an exceptional person with a passion for technology and business, and an eye on the future – we would like to hear from you. If you truly understand solution based selling and how to position yourself as an advisor – we would like to meet you as soon as possible.

PaliProto 3D Printing and 3D Scanning has partnered with 3D Systems, EnvisionTEC, Markforged, Zortrax, Afinia, Fusion3D and AirWolf – the world leaders in 3D technology and we are currently expanding our Sales Team. We have an immediate opportunity for a 3D Printer Sales Representative based out of Marietta covering Georgia and Alabama and specifically for Markforged and Zortrax – Alabama, Georgia and Tennessee. We are also partnered with 3D Systems and Shinning 3D to sell their scanners, haptic pens and 3D Software. You will be responsible for growth in these regions as well as maintaining high levels of customer satisfaction within our existing customer base.

RESPONSIBILITIES/DUTIES:

- Initiate sales activities to stimulate, encourage, establish and develop account relationships for all 3D technologies, including all 3D printer lines, represented by PaliProto.
- Provide territory management data to managers and team: forecast, account management documentation, and activity reports that will establish the basis for sales planning. Input all data into SharePoint portal and/or vendor provided CRM applications.
- Efficiently and through self-direction utilize the PaliProto knowledge base and Technical Staff to produce technical information demonstrations and solutions collateral for prospective clients.
- Understand how to engage in a customized solutions-based sales approach.
- Develop a broad understanding of all 3D technology products offered including specifications, applications, requirements, drawbacks, benefits, functionality, and materials.
- Work with vendor Channel Managers as required for producing forecasts and pipeline reports on a regular basis.
- Meet or exceed monthly, quarterly and annual unit and activity goals.
- Perform other 3D printing related duties to support the team that may be assigned - such as but not limited to direct participation in education events, marketing tradeshows, meetups, open houses and demos as well as general “all hands-on deck” shop and production activities.

REQUIREMENTS:

- Associate or Bachelor’s degree in Business, Mechanical Engineering, Civil Engineering, Architecture or related field.
- 1-2 years’ experience in a similar role
- Proven ability to expand an early stage territory
- Proven track record of success and of hitting sales targets
- Experience working with channel sales
- Technical background or mindset preferred
- Experience in a Technical and/or Consultative Sales role preferred
- Excellent internal and client facing communication skills, written and oral
- Technical industry knowledge of CNC Machining, Engineering, Manufacturing or Prototyping
- Experience with 3D graphic viewing software such as Solid View, SpaceClaim, Magics or other CAD Programs
- Ability to understand 2D engineering prints, drawings, and 3D CAD files.

SPECIFIC KNOWLEDGE and SKILLS

- Required Skills:
 - Excellent oral and written communication skills required (English)
 - Strong organizational/time management skills
 - **Outstanding interpersonal and customer relations skills**
 - **Strong problem solving skills**
 - **Knowledge of engineering personas, roles and challenges**

- Artistic and technical vision
- Well-developed presentation skills using PowerPoint or equivalent
- Ability to function independently in a team environment
- **Well-developed sales skills**
- **Strong closing skills**
- Must have a valid driver's license as travel is required, including overnight stays
- Strong computer skills – experience using web portals, CRMs, conferencing tools, SharePoint, data entry.
- Desired Skills:
 - Knowledge of Engineering, Manufacturing or Inspection /Quality processes (a plus)
 - Capital equipment sales experience (a plus)
 - Experience with Salesforce (a plus)
 - Familiarity with 3D Systems, EnvisionTEC or Markforged offerings (PaliProto will provide training at Vendors locations)

Benefits:

Employment and Pay to be negotiated from the following options:

1. \$35,000 - \$40,000/year W-2 Salary DOE + 2% Commission on Gross Income.
2. \$24,000/year 1099 salary DRAW + 10% Commission on Net income + plus 1.5% Bonus on Quarterly Gross sales hitting or exceeding defined target
3. As independent 1099 Sales Representative with 15% Commission on Net income + plus 3% Bonus on Quarterly Gross sales hitting or exceeding defined target.

After 3 months' trail, Option 1 W-2 employee will have:

- 10 days' vacation + Major Holidays paid
- 50% contribution to your Medical Plan
- And after 24 month service will acquire rights to purchase company shares at preferable, TBD price.

COMPANY INTRODUCTION:

PaliProto 3D Printing LLC is 3 years old startup in 3D field, was founded in 2014 in Marietta (Atlanta) Georgia as a Value Added Reseller (VAR) for the EDU, ART and MCAD industries.

PaliProto 3D Printing LLC provide design, modeling, prototype development, reverse engineering, consultation, printing, and fabrication for 100+ customers including local divisions within Fortune 500 companies, multinational corporations as well as small businesses, solo entrepreneurs, engineers, artists and schools throughout the South East region.

Our mission is to put the proper engineering and educational 3D tools in the hands of our customers, so they can realize a shorter time to market as well as reduction in design, manufacturing, and overall operational costs.

PaliProto 3D Printing LLC has been a Zortrax and Fusion3D reseller since 2014 and is a certified 3D Systems and EnvisionTEC reseller since 2015 and MarkForged reseller since 2018.

And finally, as part of our full-service 3D ecosystem we also do 3D scanning, mold creation and modeling. We also provide interface options such as 3D haptic devices, leading-edge software such as Geomagic and now VR tools. We are using VR, Haptic and other 3D tools internally to speed up design for our customers. We are also helping clients to learn new tools and **in fact, have recently piloted a 3D modeling in VR session at a local Atlanta school.** Financially, **our product and services sales keep growing, more than doubling from 2016 to 2017.**

LOCATIONS WITH POSSIBLE OPENINGS: Marietta, Ga

If you are interested in this position, please respond to this posting or send your resume and cover letter to:

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