



Job Title: Account Manager

Location: Rochester, NY

Company Overview:

Lumetrics develops and manufactures precision non-contact thickness measurement and optical inspection systems for a variety of markets including ophthalmic, medical balloons & tubing, automotive and laminated glass, AR/VR and beyond. Our OptiGauge precision thickness measurement technology is fast, accurate, flexible, and scalable to most QA laboratories, R&D centers, or production lines.

This position is an in-house sales role responsible for selling Lumetrics' optical metrology solutions across a variety of market segments and reports directly to the Director of Sales and Marketing.

Salary Range: \$85,000 - \$115,000 a year, full-time

Essential job functions include, but not limited to, the following:

- Learn and understand the product portfolio
- Serve as a point of contact for customer account management matters
- Expand sales of Lumetrics' solutions within existing customers
- Identify, target, and secure new business opportunities
- Consistently meet or exceed sales quotas
- Build rapport within accounts to maintain and grow business
- Ability to assess customer needs and align with company solutions
- Negotiate contracts with customers to ensure favorable terms and conditions
- Collaborate with team members to identify and ensure the successful implementation of solutions
- Monitor and report on sales performance, adjusting strategies as necessary
- Follow sales related policies and procedures

Qualifications:

- BA/BS or higher in Business Administration, Marketing or relevant field
- 5+ years work experience as an Account Manager required
- Prior sales success, consistently meeting or exceeding targets required
- Capital equipment related experience preferred
- Experience in selling to medical and other noted segments preferred
- Experience in using HubSpot CRM preferred
- Excellent listening, negotiation and presentation abilities required
- Strong verbal, written and interpersonal skills required
- Experience with Microsoft 365 and remote presentation skills including MS Teams required

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.