

## REGIONAL SALES MANAGER – EUROPE

*Location: Home office with Europe-wide sales area*

### ABOUT US

GARR TOOL has been manufacturing high performance solid carbide cutting tools since 1944. We make all our tools in one facility in Alma, Michigan USA. Our products are sold through independent industrial distributors in 30+ countries. In 2015 we established an inventory and sales center outside London to serve our large customer base in the UK and provide excellent service throughout Europe.

### RESPONSIBILITIES

- Support existing distributors providing sales and technical training on our products
- Grow our European network of distributors and customers using your existing business connections
- Provide on-site technical help to CNC machinists and provide solutions to machining problems
- Travel weekly to distributor and customer locations nationally and internationally
- Report to our Director of Sales based in the USA and work closely with our Export Sales Manager and internal customer service based in the UK
- Travel to the USA twice annually for sales meetings
- Attend trade fairs and exhibitions including EMO Hannover in September 2019

The successful candidate will either match **A: Experienced CNC Machinist** or **B: Experienced Sales Person**

## A

- **Experienced CNC machinist** or machining manager who is using cutting tools
- Experience training others in CNC programming and CAD-CAM software
- Completed technical training or certifications
- Good business sense and positive attitude
- Excellent communication skills with a focus on customer service
- Good planning and organizational skills
- Business fluent in English and two other European languages (German is an advantage)
- Ability and willingness to travel daily both nationally and internationally
- **We will train you to successfully sell our products**

## B

- **Experienced sales person** selling technical products through industrial distributors
- Several years of professional experience in sales of technical products, preferably cutting tools
- Close relationship with independent industrial distributors in Europe
- Ability to introduce and sell a new brand to national and international customers
- Experience in the field of CNC machining and metalworking is desirable
- Good planning and organizational skills
- Business fluent in English and preferably two other European languages (German is an advantage)
- Ability and willingness to travel daily both nationally and internationally
- **We will train you on our brand and how to give technical advice**

### WHAT WE OFFER YOU

We offer you the advantages of a family owned company that is committed to global expansion and long-term success. We support each other and always put our employees first. You will be a part of our global family and we will give you the tools to be successful. Your exciting position comes with a competitive remuneration package, car allowance, and other attractive benefits.

[CLICK HERE TO SEND US YOUR CV/RESUME](#) (email to [careers@garrtool.com](mailto:careers@garrtool.com))