

Intelligent Manufacturing Solutions, LLC  
Leaders in PCBA Rapid Prototype and On-Demand Manufacturing  
Manchester, NH 03103

## Position: **TECHNICAL INSIDE SALES-PROTOTYPE PCBA'S**

To Apply: <https://www.imscorp-us.com/careers/>

### **Position Summary**

Responsible for developing new and existing customer relationships, specifically:

- Researching organizations to identify new customers and potential new markets for prototype PCBA's.
- Researching the needs of other companies and learning who makes decisions about purchasing and engineering requirements
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Contacting potential clients to inform them about new developments in the company's products

### **Skills Required**

Experienced in prototype sales development w/ new customers

Strong communication and IT fluency

Creative talents and the ability to solve tough problems

In-depth knowledge of the industry and its requirements

Ability to handle pressure and meet deadlines

Skill prioritizing and triaging obligations

Excellent time management and organization skills

### **Education and/ or Experience**

BS or BA in Business Administration or equivalent and 5 years Sales & Marketing experience