

3D PRINTING OUTSIDE SALES REPRESENTATIVE

APPLY NOW

**MORE
IS
POSSIBLE.®**

WHO ARE WE?

In January 2021, DesignPoint was recognized as the #1 Partner in the Americas by 3D Printing company, Markforged. And we believe MORE IS POSSIBLE®! We are experiencing hyper-growth and DesignPoint plans to 10x our Markforged business within the next 5 years. To do so, we are looking to add another energetic, passionate, innovative, and relentlessly results-oriented 3D Printing Outside Sales Representative to hit the ground running and crush their quota!

WHAT'S THE OPPORTUNITY?

It is an exciting time for the 3D Printing industry and Markforged, as industrial uses of 3D printing are on the rise and the industry is growing rapidly. The Additive Manufacturing industry will reach \$18 billion this year and \$118 billion by 2029! DesignPoint's #1 partner-status combined with Markforged's unique, market-leading technology has created a rare opportunity for top sales professionals looking to super charge their careers.

HOW CAN I GET ON THIS ROCKETSHIP?

As a self-motivated and results-oriented 3D Printing Outside Sales Representative, you will be focused on sizeable, high-value opportunities at large companies, with a focus on the Aerospace industry. As a Growth Advisor for our customers, you'll crush your quota by focusing on growth-oriented companies looking for "what's next" technology to achieve the most aggressive business outcomes. Your opportunities will come from our talented, top-of-the-funnel team as well as through your own hyper-targeted and data-driven prospecting.



...AND THE BEST PART? YOU'LL HAVE THE BEST SUPPORT!

SANDLER SALES TRAINING: DesignPoint employs the world-class Sandler Sales Training program, which empowers salespeople by teaching sales strategies, the psychology of sales, and communication skills. You will also be supported by our leadership team and owners at a fun, energizing, and dynamic company.

MY STORY™: DesignPoint's career development program, My Story™, encourages your career progression based on what YOU love to do and where you're most talented. In addition, as a member of our Sales Leadership team you will actively lead your talented team members through their My Story™ journey. This collaborative process fosters engagement and spurs productivity within your team.

WHAT WILL YOU NEED FOR SUCCESS?

- 5+ years of experience in a solution sales role. (Strongly preferred is large account/enterprise selling experience and/or experience selling into the aerospace industry)
- Relentlessly results-oriented, adaptable, and resilient about meeting/exceeding revenue quotas every month
- Extremely driven, competitive, assertive, fearless, and own a passion for winning large deals
- Autonomous, accountable, and continuously look for more ways to improve
- Excel in problem solving, relationship building, closing, and account management
- Possess impeccable interpersonal and communication skills, as well as organizing, planning, and sales forecasting skills
- Strong customer-facing presentation skills and the ability to establish credibility with all levels of customers and team members
- Self-driven, high-energy, inquisitive salesperson who possesses a strong work ethic and thrives in an extremely fast-paced, agile, entrepreneurial environment
- Willingness to get on the road! This position requires travel up to 80% at times throughout the Northeast corridor from Maine to Virginia along with some occasional travel to other parts of the US.



MORE REASONS TO JOIN THE DESIGNPOINT TEAM

- 100% company-paid Medical, Dental, Life, and Disability Insurance for team members
- Excellent Compensation Package (Base Pay + Commission)
- 401(k) plan and profit-sharing plan
- Excellent Time-Off Benefits, including Vacation, Paid Sick time, and Paid Holidays
- We offer Personal Development including an excellent Onboarding Plan and ongoing Product & Industry Training, as well as Sandler Sales You will have the opportunity to write your own career path based on your unique abilities and passions through our My Story™ Career Development Program.
- You will be working at a fun, inspirational, stable, successful 20+ year-old Company with a compassionate Company Culture marked by Integrity and exceptional Customer Satisfaction.
- Work/Life Integration: It is your choice if you'd like to work remotely or work out of our DesignPoint office in Clark, NJ. We give you the flexibility you need to succeed.
- We exemplify our DesignPoint DNA (our core values) of 'Caring & Selflessness', "Autonomy with Accountability", and 'Massively Impactful' in everything we do!

**HELP DRIVE OUR COMPANY'S
SUCCESS WHILE THRIVING AND
GROWING YOUR CAREER!**

We exemplify our DesignPoint DNA (our core values) of 'Caring & Selflessness', "Autonomy with Accountability", and 'Massively Impactful' in everything we do! If your core values are in line with DesignPoint's and you believe that More Is Possible®, we cannot wait to talk to you about how you could thrive in this exciting 3D Printing Outside Sales Representative role!



APPLY NOW



About Our Team



We are passionate about building solutions that help product design, engineering and manufacturing companies maximize their potential.

DesignPoint is proud to be an Equal Opportunity Employer. We are committed to recruiting, training, and providing career advancement to all team members regardless of race, color, religion, sex, sexual orientation, gender identity, transgender status, national origin, age, veteran or disability status, pregnancy, or marital status.

