



Please submit your resume, cover letter, and references to careers@oledworks.com for consideration of employment.

Position Title: Global Technology Sales Representative – Automotive Segment
Department: Sales & Marketing
Reports To: Director, Global Sales

About Us: OLEDWorks' mission is to empower our customers to make unique products with the world's most advanced, best performing and highest quality multi-stack OLED technology. Creating world-class, cost-effective solutions requires an entirely new approach that breaks from traditional OLED manufacturing paradigms. With production in Germany and in the USA, OLEDWorks boasts two innovative and complementary manufacturing platforms that deliver affordable OLED solid state lighting panels. OLEDWorks is uniquely positioned to offer volume production while expanding product portfolio to enhance design inspiration.

Job Summary: The Sales Representative is responsible for developing new prospects, building relationships, and interacting with new and existing customers to drive sales and increase revenue for OLEDWorks within the automotive segment. Works with customers to understand needs and interests, collaborates internally to create solutions using OLEDWorks technology, and ensures a smooth sales process. Successfully executes on sales strategies and Company revenue goals and objectives.

Essential Functions:

- Works closely with the Director, Global Sales to drive revenue with a focus on leading the market.
- Works closely with internal UX/Engineering group to clearly communicate company value props and capabilities, technical information, and subsequent proposal/pricing.
- Possesses a clear understanding of sales targets and strategies, as well as annual revenue goals and objectives.
- Identifies potential opportunities and effectively communicates to prospects the benefits of OLEDWorks technology and opportunities available to meet needs and interests.
- Relentlessly works to identify and establish new sales accounts to increase revenue and the sales pipeline.
- Partners with marketing to create overall awareness and demand for OLEDWorks technology.
- Identifies prospective customers by using available resources, following inbound leads from marketing, and attending trade shows and conferences.
- Monitors market conditions, technology innovations, and competitors' technology, products, prices, and sales.
- Negotiates details of contracts and payments.

- Consults with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Monitors existing accounts and regularly communicates with primary contacts for the account.
- Documents all sales information in the Company CRM system.

Education & Experience:

Bachelor's degree from a four-year college or university in Business, Business Administration or related field of study required. Minimum of 5-10 years of experience in outside sales, preferably in the automotive or general/non-automotive lighting markets, with proven results required.

Competencies & Skills:

- Proven track record of growing revenue through new product development, marketing, branding, and partnerships
- Excellent sales and customer service skills with proven negotiation skills.
- Demonstrated capacity to think “outside the box”, communicate and motivate customers on the company’s products, programs and new ideas
- Demonstrated ability to build and maintain business relationships with customers
- Thorough knowledge of territory, market, and customers
- Flexible, creative, and able to work in a non-structured developing work environment
- Understanding of OLED and device making preferred but not required
- Problem solving/critical thinking skills
- Independent drive for results
- Resourceful
- Detail oriented and quality focused
- Communication proficiency, both written and verbal
- Interpersonal skills and teamwork focused
- Adaptable through periods of change and growth
- Ability to multitask based on prioritization and time sensitivity
- Customer/Client focus
- Strong technical experience with Salesforce and other sales and marketing tools.
- Working knowledge in Microsoft Office (Word, Outlook, Excel, and PowerPoint)

Physical Demands & Work Environment:

This position primarily operates within a professional office environment or in a remote office environment. An individual working in this role routinely travels to visit with new prospects and existing clients. A valid driver's license is required.

OLEDWorks is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual

orientation, gender identity, national origin, age, disability status, protected veteran status, or any other characteristic protected by law.