

## **Direct Sales Representative - UK and Ireland**

### Who we are:

Desktop Metal is pioneering a new generation of additive manufacturing technologies focused on the production of end-use parts. We offer a portfolio of integrated additive manufacturing solutions for engineers, designers and manufacturers comprised of hardware, software, materials and services. Our solutions span use cases across the product life cycle, from product development to mass production and aftermarket operations, and they address an array of industries, including automotive, aerospace, healthcare, consumer products, heavy industry, machine design and research and development. At Desktop Metal, we believe additive manufacturing, commonly referred to as 3D printing, is one of the most exciting and transformational technology innovations of our time.

### Who we're looking for:

A highly motivated and experienced Direct Sales Representative to join our dynamic sales team. The ideal candidate will have 5-10 years of direct selling experience, with a proven track record of success in selling disruptive technology solutions. While a background in 3D technology and selling to higher education/research labs is a plus, it is not mandatory.

Position: Direct Sales Representative - UK and Ireland

Location: United Kingdom (Remote)

### Responsibilities:

- Identify and prospect potential clients in the UK and Ireland, focusing on universities, research labs, and related institutions
- Represent Team DM at key industry events
- Develop strong relationships with key decision-makers and influencers within target accounts
- Drive the sales process from prospecting to closure, utilizing a consultative approach and effectively articulating our solutions' value proposition
- Collaborate with internal teams, including marketing, product development, and customer support, to ensure seamless execution of sales strategies and alignment with customer needs

- Meet and exceed sales targets and KPIs, consistently delivering strong results and contributing to the overall success of the sales team
- Maintain accurate and up-to-date records of sales activities, opportunities, and customer interactions in the CRM system

Qualifications:

- 5-10 years of direct selling experience, preferably in technology. Background in 3D printing/additive manufacturing technology or powder metallurgy is a MUST
- Knowledge of Design for Manufacturing and general manufacturing processes is advantageous
- Experience selling to higher education/research labs is a plus but optional
- Hunter mentality with demonstrated capabilities as a “door-opener” and as a “closer,” including sales negotiations, leadership, and interpersonal skills
- Experience in a multinational organization with HQ outside of the UK
- Proven track record of success in driving sales and achieving targets
- Strong prospecting skills and a proactive approach to lead generation
- Excellent organizational and follow-up skills, with the ability to effectively manage multiple priorities and deadlines
- Ability to thrive in a fast-paced and dynamic environment with high adaptability and resilience
- Comfortable and adept at using various workplace technologies, such as Salesforce.com, Slack, Zoom, and navigating multiple computer platforms and applications
- Team player mindset with the ability to collaborate effectively with internal and external stakeholders
- Strong communication and presentation skills, with the ability to articulate complex concepts clearly and compellingly
- Fluency in English; additional languages such as German or Dutch are a plus
- Bachelor’s degree, preferably Science, Engineering, Business, or equivalent experience
- Remote location position, typically from a home office, with a willingness to travel within the assigned territory as needed (approximately 50% travel expected)



At Desktop Metal, innovation is at the core of our DNA. And we believe ground-breaking discoveries are born from diverse teams with unique backgrounds and experiences. We are committed to employing a diverse workforce with equal employment opportunities regardless of race, color, religion, sex, national origin, age, sexual orientation, gender identity, gender expression, marital status, veteran status, or disability.

If you think you're a good fit for this position, please send your resume to [jobs@desktopmetal.com](mailto:jobs@desktopmetal.com) with the job title as the subject line.