**Sales and Marketing Manager**

IMCO Software is seeking a self-starter with excellent verbal communication skills, comfortable talking to mid and high-level executives, with an in-depth understanding of the problems facing manufacturing companies, from scheduling, through results analysis and reporting as well as the importance of real time communication between the shop floor and all the functions that affect or are affected by its performance.

Details:

The Sales and Marketing Manager needs to be able and interested in performing the following tasks:

• Using marketing resources provided by the company develop a roster of prospects.

• Attend trade shows where IMCO Software is presenting and those where target prospects are presenting and where IMCO Software is not.

• Learn all necessary details about prospects to be approached, i.e. company size, number of employees, type of operation, financial situation, pain points, etc.

•             Make direct telephone contact with prospects to try and set an appointment for a meeting or demo presentation with a decision maker.

•             Work with the Digital Marketing Coordinator to improve and refresh our website and to guide the efforts around Social Media marketing.

IMCO Software/Kustura Technologies employs only the highest quality personnel in order to maintain an outstanding level of customer satisfaction. Our employees are individually held to measureable goals for customer satisfaction, revenue generation (billability), and general technical expertise.