



**Position of Product Manager, 3D Printers.
Tasman Machinery Pty Ltd.**

Position Brief:

Tasman Machinery is the Distributor for the Dimension and Fortus range of 3D Printers in Australia and New Zealand.

We are looking for a candidate that can work in a entrepreneurial, small business environment to implement and lead our strategy. You will be the driver of the successful implementation of this vision and will be rewarded accordingly.

Responsibilities and Expectations of the Position:

The Position is Product Manager, 3D Printers.

The key aspects of the position are as follows:

- To grow Dimension 3D Printer & Fortus 3D Production sales throughout Australia.
- To take responsibility for the growth of 3D Printers as part of Tasman Machinery's product mix, working with key staff to ensure that sales, marketing, service, and spare parts systems for the 3D Printers are operating efficiently and correctly.
- To become a key member of Tasman Machinery.

You will be the primary point of contact for all 3D Printer inquiries for all of Australia. You will grow sales through a full combination of sales techniques, from cold calls through to exhibition attendances.

You will be responsible for the entire sales process from initial contact through to the customer placing their order with Tasman Machinery. You will stay aware of the order process through to delivery and installation.

You will work in consultation with Dermid McKinley, however you will be highly independent in your sales activities. You will quickly be making decisions on how you wish to attack the market and customers, in collaboration with Dermid McKinley.

As the Product Manager you will also work in collaboration with our Service manager to ensure a seamless relationship between sales and service. The two work hand – in – hand.

Interstate travel will be required at various times for trade shows and as needed to close deals.

Stratasys hold annual "Kick Off" conferences, where they release all new products and hold extensive sales and technical meetings for their entire network of resellers. We would be requiring your regular attendance to these Kick Off meetings.

Remuneration:

Our remuneration is made up of fixed monthly salary, KPI bonuses, and sales commissions, when the Sales budget is met.

A car allowance, mobile phone (iphone or similar) and laptop is also provided for in the package.

Superannuation is paid at 9%.

Remuneration Package:

Base Annual Salary:	\$ 75,000.00
Car allow	\$ 1,000.00 per month + running costs
Superannuation:	9% of annual income.
When 50% of sales budget is met:	\$ 5,000.00 bonus.
When 100% of sales budget is met:	\$ 10,000.00 bonus.

For all sales above budget a sales commission will be paid.

Summary

We believe that the uptake of 3D Printers and use of additive Manufacturing will only continue to grow within society.

With Stratasys, the world's dominant 3D Printer manufacturer (60% world market share in 3DP.) as your product, the opportunity to grow sales could not be better.

The Stratasys product range is extremely impressive. On the one hand is Fortus 3D Production Systems offering an entire new form of manufacturing, which could well revolutionize tool making, injection moulding and general engineering in the near future.

On the other hand is Dimension 3D Printers. The worlds No.1 selling 3D Printer, The best price point 3D printers in the world, and the most user friendly 3D Printer in the world.

The product mix from Stratasys could not be better to succeed.