



12/16/25

Sales and Marketing Manager

Job Description:

The mission of the Sales and Marketing Manager will be to operate the day-to-day sales department for Plasma Process Group. They will be responsible for managing the Sales and Marketing team including our international network. Their goal is to help grow Plasma Process Group business activities by providing a unified product and support message to customers. They will monitor all sales activities, perform market analysis, and provide general managerial support. Also, they will manage branding and promotion. The Sales and Marketing Manager will be required to wear many hats. They will have a small support staff.

The Sales and Marketing Manager will report to the Chief Technical Officer and work closely with the General Manager.

Specific Job Duties:

- 1) Help establish and maintain international sales channels.
- 2) Help grow all markets including US, European and Japanese.
- 3) Provide customers with brochures, manuals, technical notes, and quotations.
- 4) Manage, oversee and delegate tasks to the sales and marketing support staff.
- 5) Visit customers and follow up to ensure their needs are being met and eliminate issues.
- 6) Visit with our OEMs and sales representatives.
- 7) Help select and attend strategic trade shows to promote PPG products and services.
- 8) Provide general support for Production, Sales and Engineering.
- 9) Assist with strategic business planning.
- 10) Maintain a technical understanding of PPG products.
- 11) Provide sales forecast to the General Manager showing planned and actual results.
- 12) Improve all documentation and media including brochures, manuals, drawings for customers, technical notes, and presentations.
- 13) Help maintain social media presence.
- 14) Other duties as assigned.

Growth Opportunities:

- 1) Learn about ion beam source manufacturing and its industrial applications.
- 2) Help place PPG products into emerging markets.

Educational and Relevant work experience:

Schooling or technical training on Ion Beam Sources and power supplies
Technical and/or manufacturing background
Computer and software savvy.
Excellent people skills.
MBA or equivalent combination of education and experience.

Job Pay and Perks:

- 1) Annual salary based upon Applicant's experience with range of \$80k to \$120k.
- 2) Four (4) day work weeks.
- 3) Two (2) weeks of vacation as per Company Policy Manual
- 4) Health insurance benefit as described in the Company Policy Manual.
- 5) Simple IRA with company contributions.