

# JOSEPH J. YANOSIK – SALES MANAGER/SALES ENGINEER

31 Ellington Drive • East Northport, NY 11731 • Cell: 631-889-2293 • Email: jyanosik@optonline.net

## QUALIFICATIONS PROFILE

✓ Diversified sales and sales management experience and success across sophisticated mechanical and electromechanical components, semiconductors, and custom product lines ✓ Propel growth and profit by coaching and motivating sales staff	✓ Provide cross-functional collaborative team leadership to achieve and surpass sales goals ✓ Offer first-class sales/sales management and customer service with strong qualifications in positioning for emerging/expanding market opportunities	✓ A skilled sales management change catalyst and results-driven strategist who can bring a value-added presence to any business ✓ Develop and implement effective sales strategies with demonstrated leadership, communication and negotiation skills
---	--	--

## PROFESSIONAL EXPERIENCE / ACHIEVEMENTS

### Sales Manager

**L3 Narda-MITEQ** – Hauppauge, NY (2017-Present)

- **Manage and define sales metrics for \$14MM Safety Test Solutions division**
- **Establish sales objectives and quota for sales representatives nationwide**
- **Coordinate, attend and exhibit at state and national trade shows**
- **Generate proposals and prepare sales quotations; initiate and maintain quote follow-up system**

### Sales Manager – North America

**Designatronics Inc.** – New Hyde Park, NY (2013 – 2016)

- **Skillfully managed a team of 80 outside and six inside sales reps for the company's Stock Drive Products/Sterling Instrument Divisions, offering quality mechatronic components and complete engineered solutions and services**
- **Developed and set SMART goals and practices; cultivated strong customer-centric relationships through key account management and contract negotiations**
- **Continually increased customer base by identifying and developing new business and by training sales staff more effectively**

### Regional Sales Engineer

**Central Semiconductor Corp.** – Hauppauge, NY (2010-2012)

- **Increased sales and customer base for the company's discrete semiconductor devices, covering a territory of 15 states**
- **Directed all sales activity in territory including the management of four rep organizations**
- **Utilized AS/400 computer system to manage all customer requests**

### Sales Manager

**Betatronix, LLC** – Hauppauge, NY (1995-2009)

- **Started as a Sales Engineer, then promoted to Sales Manager in 2003 and grew multimillion-dollar sales bookings by 95% for company's custom precision potentiometers**
- **Worked closely with customers to design custom products to meet their needs; utilized AutoCAD**
- **Successfully managed sales representatives in U.S., Israel, Korea, and Europe**
- **Created Access database to track customer quotes and orders**
- **Served as Liaison between customers and the Sales and Engineering Departments**
- **Provided technical proposals; conducted contract reviews; ensured exemplary customer support**

## ADDITIONAL SALES HIGHLIGHTS / QUALITIES

- ◆ Function as a key driver of revenue, sales, and customer relations with a proven history of sales growth, management leadership, and new product and market development within multiple verticals; fully knowledgeable on export compliance
- ◆ Successfully perform and manage the selling and servicing of accounts in highly competitive markets
- ◆ Effectively translate complex/technical sales information to appeal to both the layman and sophisticated professional
- ◆ Precisely evaluate customer requirements; generate excellent relations to produce new and repeat business
- ◆ Keep pace with market trends, conditions, and the competition for maximum sales results
- ◆ Skillfully analyze, evaluate, and monitor sales staff utilization; make corrections to maximize sales performance; recruit and retain talent; maintain open lines of communication and control expenditures
- ◆ Consistently ensure the most productive, cost-efficient, and highest quality solutions to business needs

## EDUCATION

**Bachelor of Science in Electrical and Computer Engineering**

**Clarkson University** – Potsdam, NY