



Vicon Machinery

Where Superior Duct Work Begins.

Job Title: Sales Manager

Location: Bohemia, NY

Department: Sales

About Vicon Machinery

Vicon Machinery, LLC is a leading manufacturer of machinery and equipment for the HVAC duct fabrication industry. Our precision-engineered systems help customers increase productivity, reduce waste, and deliver superior ductwork. We are growing and looking for a **Sales Manager** who is driven, technically inclined, and customer-focused.

Position Summary

The Sales Manager is responsible for driving revenue growth by identifying customer needs, recommending Vicon solutions, and supporting customers throughout the sales process. The ideal candidate will combine strong sales skills with a technical understanding of our machinery, backed by a passion for customer success.

Key Responsibilities

- Identify, develop, and manage relationships with new and existing customers
- Drive sales of Vicon machinery and equipment through direct outreach, trade shows, and dealer support
- Evaluate client operations and recommend process improvements using Vicon machinery
- Deliver in-person and virtual product demonstrations to prospective clients
- Answer customer questions and resolve concerns with professionalism and technical accuracy
- Explain complex machine functions and capabilities in a way that's easy for customers to understand
- Use effective sales strategies to negotiate and close deals
- Network with customers, dealers, and industry professionals to build strong relationships
- Maintain a working knowledge of HVAC, duct fabrication, and related industry terminology
- Collaborate with engineering and production teams to ensure product alignment with customer expectations
- Maintain accurate records in CRM (Salesforce or similar system)
- Provide sales forecasts and reporting to leadership

Sales & Service
1801 Arctic Avenue
Bohemia, NY 11716
Phone: (631) 563-7234
Fax: (631) 563-7239

Sales, Manufacturing, & Service
(Coil Lines, Rollform, Duct Fabrication)
1180 Mason Circle N
Pevely, MO 63070
Phone: (636) 349-8999
Fax: (636) 326-2097

Sales, Manufacturing, & Service
(Plasma, Laser, Software)
10248 Mercer Pike
Meadville, PA 16335
Phone: (814) 333-2181
Fax: (814) 333-2353

Qualifications

- Sales experience in manufacturing, industrial equipment, HVAC, or a related industry preferred
- Technical aptitude with a willingness to learn and demonstrate complex machinery
- Strong communication and interpersonal skills
- Comfortable presenting to both technical and non-technical audiences
- Self-motivated with excellent time management and goal-setting abilities
- Ability to travel domestically and/or internationally as needed
- Experience with CRM systems (e.g., Salesforce) is a plus
- A degree is not required — we value relevant experience, mechanical understanding, and a strong drive to succeed

Why Join Vicon?

- Competitive salary + commission
- Medical
- Paid Time Off
- Ongoing training and career development
- Supportive, team-oriented environment
- Opportunity to represent innovative products in a growing industry
- Travel and networking opportunities across North America and beyond ®

To Apply:

Please send your Curriculum Vitae (CV) to info@spiral-helix.com

Vicon Machinery, LLC is an equal opportunity employer.

We celebrate diversity and are committed to creating an inclusive environment for all employees.