

Job Title: Regional Sales Manager (Northeastern Region)
Department: Sales
Reports To: National Sales Manager
FLSA Status: Exempt

SUMMARY: Reporting to and working in conjunction with the National Sales Manager, managing sales and marketing efforts in a multi-state area through an established distribution network.

PRIMARY RESPONSIBILITIES:

- Develops an action plan by reviewing transaction and territory and through analysis determine what our position is and conceptualize what organized action plan is necessary that ensures attainment of company sales goals and profitability.
- Prepares action plans for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets.
- Assists in the development and implementation of marketing plans as needed.
- Maintains accurate records of all pricings, sales, and activity reports. [CRM]
- Creates and conducts proposal presentations.
- Controls expenses to meet budget guidelines.
- Adheres to all company policies, procedures and business ethics codes and ensures.
- Meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals and closes.
- Maintain contact with all customers in the market area to ensure high levels of customer satisfaction.
- Demonstrates ability to interact and cooperate with all company employees.
- Report to management on active accounts and prospects and fulfill other reporting requirements.

REQUIREMENTS:

- Proficient in metal fabricating techniques
- Strong technical understanding of manufacturing, production and specifically industrial laser applications.
- Strong communications skills; be able to make presentations in front of individuals or groups.
- High energy level.
- Strong competitive drive.
- Organized planning capability.
- Valid Drivers License
- Valid Passport

WORK ENVIRONMENT:

- Combination of office and factory floor environments.
- This position travels approximately 90% of the time

PHYSICAL REQUIREMENTS:

- Incumbent will be required to sit, use hands and fingers, feel or reach with hands, arms, talk and hear. Occasionally required to stand, walk, climb, lift and/or move up to ten (10) pounds. Specific vision abilities required include close vision, distance vision and ability to adjust focus.

TERRITORY: Eastern Canada, Maine, Vermont, New Hampshire, Massachusetts Rhode Island, Maryland, New Jersey, New York, Connecticut, Pennsylvania, West Virginia