

# Regional Sales Manager (MI, IN)

compensation: **Salary - \$48,000 /year + commission, auto allowance, cell service, laptop**  
employment type: **full-time**

## **SUMMARY**

To develop, generate and increase sales in the assigned regional territory through existing and/or new channels of distribution in all markets that are applicable to AIMCO's product groups. Administer and review all paper flow concerning the assigned territory including our CRM internal sales program.

**ESSENTIAL DUTIES, QUALIFICATIONS & RESPONSIBILITIES** include the following (other duties may be assigned):

To perform this job successfully, you must be able to perform a number of activities with little or no supervision. They must be able to organize ideas and communicate with people in a clear and concise manner. The requirements listed below are representative of the knowledge and skills required for this job.

- Must have a good work ethic and a strong record of success in selling to automotive, tier one and general manufacturing companies, along with a demonstrated career history of positive sales results and achievements.
- Experienced in distributor / customer presentations and product demonstrations.
- Experience with engineered torque tools and systems in either the electronics industry or the automotive industry, as well as engine and assembly plants is a plus.
- Candidate must have familiarity with electronics, electronic controls, mechanical principals, low level software programming and sales techniques.
- Minimum three years' experience in management, organization and/or instructional training will also be required.
- Candidate will be required to travel at least 50% of the time and must have the flexibility for occasional travel outside their territory for sales meetings and trade shows. Weekend work and travel will be rare, but there may be an occasion where this would be required.
- Pivotal to the team's success is a focus on building consultative relationships, particularly with the end users in the assembly facilities. The end users drive demand and, while you will assume ownership of at least 10 end user accounts in your territory, you can expect to spend the majority of your time calling 30+ accounts.
- Develops and implements a Territory Sales Tactical Plan that supports the Corporate Strategic Plan, Corporate Sales Goals, and Profitability Targets to be reviewed quarterly.
- Development and maintenance of Sales Accountability through our CRM.
- Conducting sales calls for the purpose of developing and closing sales while managing all appropriate department personnel to accomplish this task.
- Works closely with Customer Service Associates to manage customer deliveries and product lead times.

- Providing feedback in a timely manner to Sales Management concerning the total marketplace as well as competitive activities taking place in your territory.

### **ADDITIONAL QUALIFICATIONS**

- Ability to analytically resolve challenges and/or unusual circumstances.
- Strong and effective oral and written communication skills.
- Combine a strong self-motivation and outgoing personality with true sincerity and a solid sense of integrity.
- To be comfortable interacting with people at all levels in manufacturing plants, from executives to engineers to line operators and maintenance personnel.
- Continually learn the technical aspects of our products and that of our competitors.
- Continually improve your salesmanship through independent studies.
- Always present a professional company image in all your interactions and daily activities.
- To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

### **LANGUAGE SKILLS**

Must read, write, and speak English. The candidate must be able to communicate fluently in the sales and corporate environment.

Preferred computer skills:

- MS Office. Expert in Excel. PowerPoint is desirable.

### **PHYSICAL DEMANDS**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Employees must be able to perform repetitive tasks, sit or stand for extended periods of time.

### **WORK ENVIRONMENT**

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.