

Regional Sales Manager

JOB DESCRIPTION:

NKK Switches is currently seeking territory based Regional Sales Managers in the South and Central territories to drive new business and grow market share in existing Customers. Your proven experience in customer relationship management and demonstrated history of success in developing territories and key accounts will make this the ideal job opportunity! We are looking for high energy individuals who are driven to delight the customer, a Warrior!

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Develop and maintain strategic working relationships with assigned customers and understand each customers Switch needs.

Responsible for revenue generation/quota attainment, strategic account & territory management and sales opportunity management.

Drive NKK Switches sales activity within the region and have the sales skills and technical knowledge to make presentations, lead customer discussions and effectively communicate the benefits of our vast portfolio of Switch options.

Coordinate Sales Engineering efforts needed to support evaluations and pre-sales activities.

Make sales call needed to initiate new business.

Work closely with an established network of Franchised Distributors

Responsibility for driving customer requirements and conveying accounts strategic direction.

Develop and implement sales strategies needed to successfully exceed revenue goals.

Manage sales opportunities from qualification to close, including preparation of quotations, presentations and negotiation.

Coordinate and facilitate post-sales support and customer training.

QUALIFICATIONS

5 years+ sales experience in selling and/or designing Electromechanical Switches and the ability to grasp our SmartSwitch differentiated Product offering.

Successful track record of exceeding annual sales quota.

Knowledge of the many Applications and Markets that need to use Switches

Self-motivated and willing to accept challenges.

Strong interest in problem solving and developing innovative solutions.

Strong verbal and written communication skills.

Ability to travel (80%).

To apply for this position, email Laurence G Sweeney (lsweeney@nkswitches.com).