



Regional Sales Manager - South/Southeast

NKK Switches (NKK) is a global tech manufacturer of innovative electromechanical switches and programmable displays, setting the standard for quality and reliability in human-machine interface solutions. NKK provides full-service engineering support to include electronic system design, programming, and value-added services by combining over 65 years of expertise and a true commitment to our partners' success.

Do you enjoy working with technology and do you excel at creating and maintaining strategic relationships with customers? Make the SWITCH to a great technology company! Our outside salespeople are never left outside in the cold. We are a team-oriented organization with support staff to assist in your success.

NKK Switches designs, produces, and sells the industry's most extensive selection of electromechanical and programmable switches, setting the standard for quality, stability, and reliability in switch solutions. We are seeking a Regional Sales Manager for our Southern and Southeast territories.

Our RSMs drive NKK Switches sales activity within their region and apply sales skills, communication skills and technical knowledge to make presentations, lead customer discussions and effectively communicate the benefits of our vast portfolio of Switch options. They manage sales opportunities from qualification to close, including preparation of quotations, presentations, and negotiations. They build and maintain strong customer relationships with NKK representatives, distributors, and customers in assigned territory. They develop an intimate knowledge of the customer base within their territory to include OEM's contract manufacturing, representatives, and distributors.

Qualifications:

Bachelor's degree (B. A.) from four-year college or university and two years of experience in sales; or 5 years of experience in selling and/or designing Electromechanical Switches; or equivalent combination of education and experience.

- Knowledge of electronic functions and schematics
- Skills in networking, communicating, and closing the deal
- Ability to analyze key markets and identify prospective accounts
- Ability to travel 80% of the time

Benefits:

NKK Switches offers a competitive compensation and benefits package including Paid Time Off 401k with employer match, Life/Disability package, Health, Dental, and Vision insurance.

To Apply:

Submit resume and cover letter to NKK Switches Human Resources: jjones@nkkswitches.com