

Regional Sales Manager- Canada

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Company: EA Elektro-Automatik, USA

Location: Canada

Category: other-general

Regional Sales ManagerThe primary responsibilities of this position are to plan, coordinate, and manage sales within an assigned territory. The objectives are attained through individual sales and management efforts of the territory and associated indirect sales team. The position will work cooperatively with sales and marketing who have adjacent responsibilities to achieve personal and company goals. Territory:

CanadaEmployee Location: Ontario, Canada ideal, others considered. In This Function You

Will:

- Plan and direct the efforts of partners in securing sales volume in accordance with agreed objectives.
- Develop and maintain liaison with top management of global, national, or regional facilities of key accounts and distributor branch offices located within the region.
- Analyze sales levels and trends, and initiate action as necessary to ensure attainment of sales objectives.
- Develop and recommend an annual sales plan, forecasts, and objectives for sales within assigned region as well as transfer business (influenced within, but shipping outside of, region).
- Develop and maintain a staff of qualified, skilled, and motivated sales personnel.
- Ensure that appropriate technical assistance including training programs for distributors and field sales personnel regarding the application of products is provided.
- Provide data to regional and divisional management on business product trends, technology trends, and competitive situations.
- Recommend new, modified, or expanded products or markets. When we embrace the different ideas, perspectives and backgrounds that make each of us unique, we — as individuals and as a company — are stronger.

Required (Basic) Qualifications:

- Bachelor's degree in Electronic or Electrical Engineering from an accredited institution.
- 3-5 years' experience working within the Test

and Measurement electronics industry. Possess a valid, unrestricted driver's license. Must be able to work in the Canada without corporate sponsorship now and within the future Preferred Qualifications · Bachelor degree in Electrical Engineering. Established strong understanding of North Americas' electronics manufacturers REP firms and electronics components Distribution channel Position Criteria · Excellent presentation skills. · Proven analytical and problem-solving skills. · Expert knowledge of Microsoft Office Suite (Excel, Outlook, PowerPoint, & Word). · Effective oral and written communication skills as well as planning and organizational skills We are committed to ensuring equal employment opportunities for all job applicants and employees. Employment decisions are based upon job-related reasons regardless of an applicant's race, color, religion, sex, sexual orientation, gender identity, age, national origin, disability, marital status, genetic information, protected veteran status, or any other status protected by law. Job: Sales Territory: Canada Employee Location: Ontario, Canada ideal, others considered. Job Level: Mid/Senior Schedule: Full-time Travel: Up to 40% Pay: Salary + Commissions. Benefits: Health, Vision, Dental and 401k.

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