



JOB DESCRIPTION

POSITION TITLE: Regional Sales Manager – Upper Midwest Region

EMPLOYMENT STATUS: Full-time Regular

REPORTS TO: Northern U.S. Sales Manager/Vice President of Sales

WORK SCHEDULE: As required, including overnight travel. Normal office hours are 8:00 am to 5:00 pm, Monday through Friday

DEPARTMENT: Sales

LOCATION: Illinois, Minnesota, Wisconsin, Iowa

JOB SPECIFICATIONS

Knowledge of:

- Sales techniques.
- Sales closing techniques.
- Customer service concepts.
- Robotics and Arc welding a must. Prefer Daihen products.

Ability to:

- Manage all aspects of assigned territory.
- Complete Assignments
- Self-motivate.
- Communicate with knowledge and confidence
- Travel including travel overnight.

Skill / Experience in:

- Preparing and making presentations.
- Developing and maintaining business relationships.
- Effective use of PC and basic software.
- Welding, robotic industry sales.
- Time Management skills

Education:

- Must have college degree and/or...
- Proven successful experience in territory sales

Licensure or Certification Requirements: Valid State Driver's License

ESSENTIAL DUTIES AND RESPONSIBILITIES

1. Meet or exceed sales goals.
2. Maintain existing customer accounts.
3. Prospect and identify opportunities that generate new business.
4. Develop and maintain strong customer relationships.
5. Support trade shows as assigned.
6. Submit necessary documents / reports in a timely manner.
7. Provide overall support of Daihen sales efforts.

SCOPE OF SUPERVISION: General supervision by Northern U.S. Sales Manager/VP of Sales.

CONTACTS WITH OTHERS

Maintain a pleasant and business-like work attitude while making sales calls, customer demonstrations, and when communicating with Daihen personnel.

WORKING CONDITIONS

General manufacturing environment, with specific environment frequently unknown, due to the fact that live demonstrations will take the Sales Manager into other businesses. Travel via company vehicle and airplane as necessary.

USUAL PHYSICAL DEMANDS

Position incumbents performing this job's essential duties and responsibilities typically exhibit the following physical demands. These physical demands are not, and should not be construed to be job qualification standards, but are illustrated to help the employer, employee and/or applicant identify tasks where reasonable accommodations may need to be made when an otherwise qualified person is unable to perform the job's essential duties because of an ADA disability.

While performing duties of this job, the employee travels extensively (flying or driving to customer sites); regularly exhibits digital dexterity when working on the computer; frequently sits for extended periods of time, and stands and walks in the execution of duties. Employee occasionally bends and reaches. Vision demands include frequent close, relatively detailed vision using a computer screen or demonstrating Daihen equipment. Employee must maintain regular attendance and punctuality as an essential part of the job function.

This job description in no manner states or implies that these are the only duties and responsibilities to be performed by the employee filling this position.