



NOTIFICATION OF POSITION OPENING

Americas Regional Sales Manager

Reporting to: Vice President Sales

Purpose of Position:

The Americas Regional Sales Manager (RSM) is accountable for the profitable achievement of sales objectives associated with US Conec sales revenue in North, Central and South America. The RSM is responsible for their assigned team's sales productivity, and directs their effort in order to have the greatest overall impact on US Conec's results. The Regional Sales Manager manages all aspects of running an efficient sales team; including hiring, training, supervising, coaching, and mentoring direct sales team members.

Direct account management of several named accounts: maintains and grows relationships with assigned customers while achieving assigned sales and profit goals.

Gather market knowledge through customer interaction to propose and implement account strategies, including product development and product extension.

Major Responsibilities:

- Achieve sales and profit budgets for all product lines.
- Manage Regional Sales Team within region to achieve regional sales goals. Ensure the sales team adheres to all aspects of their job description. Primarily responsible to select, hire, train and coach Regional Sales and account staff. Continuously evaluate and improve performance of Regional staff assigned to region. Develop team members with potential into other key positions within US Conec to enhance their capabilities and improve company's; promote their progression within the company.
- Provide regular communication of significant or consequential regional issues, including call reports and monthly reports to VP of Sales on a timely basis. Maintain an understanding of all major Opportunities/Projects in Region through regular review. Maintain currency of all Sales team's activities in Region utilizing the Salesforce CRM.
- Lead regular review meetings to include key personnel to coordinate our global efforts.
- Develop and maintain a thorough understanding of the US Conec global business to recognize opportunities and be perceived by our key and core customers as both a problem solver and a professional partner. Serve as a consultant to our customers and any other stakeholders as necessary. Develop a working knowledge of the challenges facing our accounts and how US Conec can help them meet those challenges.
- Initiate sales objectives and programs for assigned accounts. Coordinate USC efforts internally with Customer Service, Product Management, Engineering and Manufacturing.
- Assist Account Managers and Inside Sales Representatives to achieve stated objectives by coaching and supervising.
- Maintain a high knowledge level of the following areas & applications: Fiber Optic connectors, optical cable termination methods, optical interconnect hardware, Optical Networking e.g. LAN/SAN data center architectures, structured cabling standards, optical connector cleaning methods
- Using Professional Selling Skills techniques, generate preference for US Conec products over competitors and establish US Conec as a relevant source of technical knowledge for existing customers
- Assist with development, planning and implementation of US Conec marketing plan including press releases, promotional literature, and trade shows
- Recognize new product opportunities and report to product management information about applications, target specs, potential volumes, ASP's, and timing requirements
- Act as an information source to all internal groups regarding customer requirements and needs
- Coordinate the analysis and resolution of product-related field performance issues
- Work with product managers to establish and manage consistent account pricing.

Knowledge and Skill Requirements

- Bachelor's degree required. Technical or engineering a plus
- MBA or equivalent degree is strongly preferred
- Minimum 5 years commercial experience in the fiber optic industry
- Must reside in or be willing to relocate to the Charlotte/Hickory NC area
- Knowledge of fiber optic cable, connectors and hardware
- Advanced PC skills with standard MS Office software: Excel, Word, and PowerPoint
- Excellent interpersonal skills, as well, as verbal and written communications skills
- Strong oral and presentation skills
- Strong knowledge of US Conec customers and commercial practices.
- Knowledge of US Conec products
- Leadership, Management and People development skills
- Travel required approximately 25%

Equal Opportunity Employer Minorities/Females/Veterans/Disabilities