



Regional Sales Manager – East

We are seeking an experienced Regional Sales Manager to develop and pursue all sales objectives for increased sales and market penetration within a defined territory by developing relationships in the territory. Executes directions and directives from VP Sales and Marketing.

Essential Duties and Responsibilities:

- Develops and maintains strategic working relationships with assigned customers and gathers information to understand each customer's Switch needs.
- Builds and maintains strong customer relationships with NKK representatives, distributors and customers in assigned territory. Develops an intimate knowledge of customer base within the territory to include OEM's contract manufacturing, representatives and distributors.
- Responsible for revenue generation/quota attainment, strategic account and territory management and sales opportunity management.
- Drives NKK Switches sales activity within the region and applies 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.
- Handles inbound sales calls and pro-actively follows up on opportunities from calls to potential and existing customers, representatives and distributors by telephone and e-mail to qualify leads and sell products.
- Coordinates with other departments for sample requests and spec sheets for qualified customers, representatives and distributors as requested. Maintains records in database.
- Visits and travels within assigned territories continuously to maintain, foster and create relationships with representatives, distributors and customers. Travel to Scottsdale Headquarters quarterly for territory updates.
- Works closely with an established network of Franchised Distributors to provide support and training and promote sales.
- Responds to technical questions and objectives and discusses application issues with customers, representatives and distributors.
- Develops and implements sales strategies needed to successfully exceed revenue goals.
- Manages sales opportunities from qualification to close, including preparation of quotations, presentations and negotiations.
- Coordinates and facilitates post-sales support and customer training.

- Reviews NBO reports on a monthly basis and responds in a cohesive and timely manner. Utilizes reports to update CRM and monitor territory activity.
- Sets corporate distributor goals for assigned accounts and by branch.
- Compiles and provides quarterly reports and forecasts to VP Sales and Marketing.

Education/Experience:

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.

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