



Regional Sales Manager

TDK-Lambda Americas Inc. seeks a qualified **Regional Sales Manager (RSM)** to manage the sale of company products and related sales activities in a specific geographical region in accordance with established Company budgets and goals. The RSM is the "face" of TDK-Lambda to the customer. Primary Responsibility is the Management, selection and development of Manufacturing Sales Representative network and drives the overall sales strategy (direct & distribution) within geographic region.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- Takes a leadership position / responsible for and coordinates all sales related activities (direct and distribution) within establishing sales territories, quotas, and goals
- Sales Hunter, Business Developer, Territory owner, Representative driver, and closer.
- Direct interface and management of Manufacturing Sales Representative network within Geographic region.
- Develops and builds senior-level client relationships, leads strategic sales initiatives, forecasts revenue and initiates new business growth.
- Establishes and builds professional relationships with Key Accounts.
- Sets account development & distribution strategy within geographic region in accordance with company policies objectives, and goals.
- Works with National Distribution manager to reconcile distribution issues within Geographic region.
- Delivers sales presentations to key clients in coordination with sales representatives.
- Analyzes sales statistics to formulate strategy and actions
- Reviews market analyses to determine customer needs, volume potential, price schedules, and discount rates, and develops sales forecasts to accommodate goals of the company.
- Works with Product Marketing managers and Field Application engineers to develop account / product strategies
- Represents the company at trade shows to promote product
- Coordinates activities between sales department and other sales related units
- Analyzes and controls expenditures of region to conform to budgetary requirements
- Profiles top tier customers within geographic region for deep sales, & relationship penetration.
- Travels as necessary to customer's locations and field territories

EDUCATION and/or EXPERIENCE

- Bachelor's degree (Engineering, Science) from four-year College or university; or one to two years related experience and/or training; or equivalent combination of education and experience.

OTHER SKILLS AND ABILITIES

- Manufacturing Sales Representative Management, Industrial product experience highly desired
- Must live within the territory or region
- Ability to read, analyze and interpret common scientific and technical journals, financial reports, and legal documents.
- Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community.



- Ability to write speeches and articles for publication that conform to prescribed style and format.
- Ability to effectively present information to top management, public groups, and/or boards of directors.
- Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.
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- Must be able to travel at least 50% of the time
- Must possess the aptitude to learn new software programs quickly
- Ability to write reports and business correspondences
- Contribute to building a positive team spirit; balance team and individual responsibilities

Successful candidate will be highly motivated, team oriented, well-organized, and have the ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

TDK-Lambda Americas Inc. offers a comprehensive benefits package, including medical, dental, vision, flexible spending, life insurance, 401(k) and more. For immediate consideration please click the link below to apply: