

REGIONAL SALES MANAGER (EASTERN US+ TERRITORY)

The Eastern Regional Sales Manager is responsible for managing the eastern geographic area of customers in relation to sales and promotional activities. The RSM will be responsible for meeting monthly, quarterly and annual budgets for their region for all products CCC manufactures. They are also responsible for managing our Manufacturers Representatives located within their regions. RSM's will report directly to the VP of Sales and Marketing, and will work closely with Product Managers and Customer Service Representatives in their daily business activities

Requirements:

- Proven work experience as a Regional Sales Manager, Area Manager or similar senior sales role in the wire and cable industry.
- Solid user of CRM software and ability to measure and analyze key performance indicators such as ROI and KPIs
- Ability to lead, support, and motivate a high performance sales team
- BS degree in Sales, Business Administration, or relevant field

Competencies / Actions / Relationships / Expected Results

- Responsible to meet monthly, quarterly and annual budgets
- Responsible to assist in forecasting for geographic regions
- Responsible for managing Reps within territories
- Frequent travel within Region is required- minimum of 50% of time spent in field
- Responsible to maintain Salesforce for leads, contacts, opportunities and weekly updated sales reports
- Responsible to assist marketing with product rollouts and promotion of products/technologies
- Solid presentation skills required
- Ability to communicate well both in writing and verbally
- Other duties as assigned

Competencies:

- Wire and Cable experience a must (minimum 3-5yrs)
- Strong written and verbal skills
- Negotiation skills
- Time management skills
- Proficient in Salesforce.com
- Strong presentation skills
- Ability to travel internationally (Passport)
- Basic Technical knowledge of CCC products