**

*America’s premier innovator, designer and manufacturer of high performance wire and cable with a 60-year history of providing solutions to the toughest problems in the world’s most extreme environments. We excel at developing customized products, utilizing our cross-linked irradiation technology, that meet power, signal and data transmission needs—no matter how demanding the challenge—while exceeding standards for quality, durability and safety.*

***Are you a field sales leader looking for an opportunity for growth? Apply with us.***

Champlain Cable Corporation (CCC) is looking for a District Sales Manager responsible for managing our Central US geographic area of both existing and new customers, cultivating relationships, meeting sales objectives and maintaining customer retention.

* Responsible for meeting monthly, quarterly and annual budgets for your region for all products CCC manufactures.
* Develop deep knowledge of customer’s business and build consultative relationship.
* Stay abreast of industry insights and CCC products.
* Manage the Manufacturer Representative(s) within the region.
* Work closely with CCC Product Managers and Customer Service Reps in their daily business activities.
* Responsible to maintaining pipeline of leads, contacts, opportunities and provide weekly updates of key-activities.
* Responsible to assist marketing with product rollouts and promotion of products/technologies.

Qualifications:

* Bachelor’s degree preferred
* Minimum of 2 years of relevant field sales experience
* Must have excellent organizational, written and oral communication, listening and presentation skills
* Self-starter; self-motivated, ability to work and succeed independently
* Frequent local and regional travel (50% of work time); overnight travel
* Ideally this candidate will live in the Chicago/Milwaukee area