



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.

DISTRICT SALES MANAGER

Position Summary/Objective

The District Sales Manager is responsible for managing a geographic area of customers in relation to sales and promotional activities. The DSM will be responsible for meeting monthly, quarterly, and annual budgets for their region for all products CCC manufactures. DSM's will report directly to the VP of Sales and Marketing and will work closely with Product Managers and Customer Service Reps in their daily business activities. The DSMs will be responsible to assist with market product rollouts and promotion of products/technologies.

Essential Functions

- Responsible to meet monthly, quarterly, and annual budgets
- Responsible to assist in forecasting for geographic regions
- Responsible to maintain Salesforce for leads, contacts, opportunities, and weekly updates of key activities reports
- Responsible to assist marketing with product rollouts and promotion of products/technologies
- Other duties as assigned

Competencies

- 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

Supervisory Responsibility

This position has no supervisory responsibilities.

Physical Demands

- Prolonged periods of sitting at a desk and working on a computer.

Equal Opportunity Employer

- Must be able to lift 15 pounds at times.

Position Type and Expected Hours of Work

This is a full-time position. Days and hours of work are Monday through Friday, 8:00 a.m. to 5:00 p.m., 40 hours per week. Occasional evening and weekend work may be required as job duties demand.

Travel

Frequent travel within region is required- minimum of 50% of time spent in field

Education and Experience:

- Minimum 2 years of relevant field sales experience