





## Regional Sales Manager

 Department: Sales

 Location: USA - SW OH, KY, IN

 Status: Full-time

### Your tasks:

- Develop and execute a sales business plan for the assigned territory
- Develop sales with End-Users, System Integrators and Key Accounts
- Provide market and competitor information to Product Management
- Attend Regional and National Trade Shows when required
- Utilize post-sales and service structure to support customers
- Develop and support Distribution sales and team
- Document all sales activities in CRM

### Your qualifications:

- MS/BS /Associate Degree in Electrical Engineering or related engineering degree with appropriate experience
- Minimum of 5 years of relevant sales experience plus Electronics/Mechanics and application knowledge required
- Ability to understand networking mechanisms and transfer skills between customer/Leuze demands
- Ability of diplomacy, conflict resolution and intercultural social competence plus negotiation skills
- MS-Office and CRM/Opportunity Management required
- Travel: 50% overnight travel within sales territory
- Valid US driver's license required
- Able to lift products or equipment up to 50 lbs

### Benefits

- Competitive salary, plus quarterly bonus
- Comprehensive benefits package including medical, dental, and vision coverage
- Company provided life, long-term, short term disability insurance and 401K match
- Individual development opportunities
- Extensive induction with a wide range of practical insights

### About us

Leuze is an international sensor and safety expert for automation technology. With curiosity and determination, we – the Sensor People – have been forerunners for innovations and technological milestones in industrial automation for 60 years. The success of our customers is what drives us. Yesterday. Today. Tomorrow.

### Any questions?

Your contact Person is happy to answer questions regarding the position and the process.

**Contact Person: Allison Asher**

**Function: Human Resources Manager**

Email: [allison.asher@leuze.com](mailto:allison.asher@leuze.com)