



## Distribution Sales Manager (m/f/d)

 Department: Sales

 Location: USA – Atlanta, GA/ Remote

 Status: Full-time

### Your tasks:

Drives revenue growth and market expansion by developing and managing strategic distributor and channel partner relationships. Responsibilities include executing joint business plans, supporting partner sales and technical efforts, recruiting and developing channel partners, managing distributor performance, and identifying new opportunities. The role also contributes to marketing initiatives, product launches, market intelligence, and industry engagement to strengthen partner success and business growth.

- Build relationships with executives and key partner stakeholders.
- Develop and execute business plans with channel partners.
- Manage distributor performance, training, and sales activities.
- Recruit and onboard new channel partners.
- Drive growth through distributor and partner engagement.
- Support distributors in identifying and closing opportunities.
- Provide technical, product, and application support.
- Assist with marketing campaigns and product launches.
- Conduct joint sales calls with partners and sales teams.
- Share market intelligence, competitive insights, and trends.
- Support application design, product selection, and custom solutions.
- Represent Leuze at industry events, conferences, and trade shows.

### Your qualifications:

- Bachelor's degree in business, marketing or engineering field
- 3 – 5 Years' Experience – Sales/Distribution/Supply Chain Management specifically
- Travel up to 50% required
- Background in industrial product sales, account management, or business development; experience with industrial electronics or automation products preferred.
- Demonstrated experience in communication, negotiation, and strategic planning.
- Excellent verbal and written communication skills.
- Strong time management skills with a proven ability to prioritize tasks and meet deadlines.
- Strong analytical and problem-solving abilities.
- Proficiency with CRM platforms, data analysis, and digital marketing techniques.
- Demonstrated ability to build and maintain relationships, make sound business decisions, manage projects effectively, and work independently in a fast-paced environment.

## 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

More than 60 years of experience have made Leuze a real expert in innovative and efficient sensor and safety solutions for automation technology. Today there are more than 1500 Sensor People around the world who are working with curiosity, passion and determination for progress and transformation. Their motivation is the continued success of their customers in an ever-changing industry. Leuze offers its customers a tailored competitive advantage through intuitive, reliable solutions for safe and non-safe position detection. For example, switching and measuring sensors, identification systems, solutions for data transmission and image processing. As a safety expert, the family company also focuses on components, services and solutions for occupational safety. Thanks to their broad and in-depth application expertise in the machine and system construction, the Sensor People are a competent and flexible partner for customers with a wide range of industrial requirements.

More information: [www.leuze.com](http://www.leuze.com)

## Any questions?

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

**Contact Person: Michelle Wesson**

**Function: Human Resources Manager**

Email: [michelle.wesson@leuze.com](mailto:michelle.wesson@leuze.com)