




Regional Sales Manager

 Department: Sales

 Location: USA – E PA, DE, NY, NJ, MD

 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

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