

## **Regional Sales Manager**

**Chicago, IL-USA**

### **Benefits Offered**

401K, Dental, Life, Medical, Vision

### **Employment Type**

Full-Time

### **Duties and Responsibilities**

The Sales Engineer/Regional Sales Manager will be responsible for growing the sales of Leuze products within his/her assigned territory. This position is targeted to focus primarily on the sale of Leuze products and solutions across key vertical markets – e.g. Packaging and Automotive. The main focus will be to drive profitable growth through demand creation activities within a given set of strategic customers and named accounts in the territory. It will require calling on end users, consultants, systems integrators, and OEMs to generate new business opportunities, and to maintain a healthy funnel within Leuze's CRM.

### **Key Responsibilities & Duties:**

- Achieves YoY growth targets for all business units represented, developing sales with End-Users, System Integrators and Key Accounts
- Achieves regional sales operational objectives by contributing vertical sales information and recommendations to strategic plans; preparing and completing action plans; resolving problems; ensuring accuracy in CRM data input; identifying market/product trends.
- Meets regional sales financial objectives by providing forecasts; meeting monthly, quarterly, and yearly budgets; managing T&E expenses
- Successfully creates and manages an active opportunity pipeline
- Interacts with Marketing, Application and Support Engineering, and Product Management to provide a World Class customer experience

### **EXPERIENCE:**

- MS/BS /Associate Degree in Electrical Engineering/Mechanical Engineering, Business or related degree with appropriate experience
- 3 + years of relevant sales experience 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 pounds

### **FOREIGN LANGUAGE SKILLS:**

Not required. German is a plus

**About Leuze Electronic Inc:**

With curiosity and determination, we – the Sensor People from Leuze – have been innovators for technological milestones in industrial automation for more than 50 years. The success of our customers is what drives us along with our work future-oriented work, Leuze continuously sparks new ideas thus actively contributing to progress within the industry.