

CENTRAL USA REGIONAL SALES MANAGER JOB DESCRIPTION

Overview:

Acumentrics, Inc., an innovation leader and provider of Rugged, Reliable, Smart, Conditioned, and Highly Dependable Power Solutions for critical use applications is looking for a dynamic sales professional to join our team to support continued growth in this exciting and expanding industry.

Central USA Regional Sales Manager Job Description:

The Central US Regional Sales Manager's primary responsibility is to develop new business and manage existing accounts for Acumentrics, Inc. This individual needs to be focused and results oriented on high leverage activities coupled with strong bias towards action that will deliver results in a short time frame.

Regional Sales Manager Duties and Responsibilities:

- Experienced B2B Sales Management Professional – with demonstrated experience mapping, prioritizing, penetrating, and closing a broad range of customers in the Military and Commercial markets
- Manage multiple sales representatives within multiple firms in the Region holding them accountable to winning new business and earning their commissions.
- “Board Room Presence” – Has demonstrated ability to engage customers at all levels in an organization from buyer to CEO.
- Identify and qualify new business opportunities, plan and coordinate trips throughout the region to meet with new and existing customers with the support of the manufacturer's sales reps, forecast monthly, quarterly and annual bookings.
- Understand client needs and work with the capture team to develop technical solutions and respond to customers' RFPs and RFQs.
- Regularly respond to customer inquiries from the company's website and marketing efforts.
- Create and provide informative presentations both in person and virtually to customers, sales representative for training, and internally as required by senior management.
- Creating and maintaining a database of existing and new potential customers in Salesforce, and in Excel as required for forecasting.

- Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term bookings forecasts.

Qualifications:

- Bachelor's Degree of Science required, preferably in Engineering or Management. MBA a plus
- 5+ years of power electronics equipment sales experience highly desired, with experience selling into end state DoD customers also highly desirable.
- Working knowledge of ERP and CRM programs required.
- Experience creating customer quotes and proposals required.
- Experience managing manufacturers' sales representation firms highly desired.
- Formal sales training a plus (Sandler, Miller Heiman etc.).
- Experience with lead generation and prospect management required.
- Strong leadership, self-motivation, exceptional time management, and a team focused mindset.
- Solid written, verbal, and interpersonal communication skills.
- Experience providing professional presentations with a board room presence.
- Experience working with MS Office Suite and associated programs.
- Willingness and ability to travel up to 50% to include for walking and/or exhibiting at industry tradeshow.
- Experience using Salesforce or other CRM and working knowledge of ERP programs required.
- Strong ability to work independently and autonomously.
- Experience using government contract research tools (Bloomberg Government or similar service) considered a plus.

Job Type: Full-time

Benefits:

- 401(k)
- 401(k) matching (4.5%)
- Dental insurance
- Flexible schedule
- Health insurance
- Life insurance
- Paid time off
- Tuition reimbursement
- Vision insurance

Schedule:

- Monday to Friday

Location:

- Candidates must live in the Central USA Region with a preference for residing in the state of TX or IL. Reasonable proximity to a regional airport is required.

Education:

- Bachelor of Science required with a preference in Engineering or Management. MBA a plus.

Experience:

- Power electronics B2B sales: 5+ years (Required)
- End state DoD customer sales: 5+ years (Preferred)