

**Regional Sales Manager**

The Regional Sales Manager is responsible for developing new accounts, preparing quotations, making customer presentations and closing the sale. The position is also responsible for maintaining on-going relationships with assigned accounts, including seeking and acting upon feedback regarding on-going customer satisfaction, cross-selling and overall customer retention.

**Responsibilities:**

- Generate prospects and open new accounts by utilizing various lead generation strategies
- Responsible for increasing sales of the products to customers within assigned territory
- Follow-up on sales leads in an assigned territory
- Responsible for thorough and complete knowledge of assigned target market
- Responsible for meeting and exceeding revenue quota at acceptable profitability targets
- Prepare a twelve (12) month forecast, updated quarterly
- Prepare monthly reports of sales activities and potential sales activities
- Responsible for promoting the sale of telecommunication products
- Responsible for planning and managing existing accounts
- Maintain close relationships with distributors and support them in their sales activities
- Provide all the necessary information required to conduct customer presentations and prepare quality proposals
- Keep head office informing of market trends and customer feedback
- Educate new customers and offer assistance during field installations
- Participate in promotional events such as trade shows and conferences

**Requirements:**

- Bachelor's degree or equivalent experience
- Minimum of five years sales experience
- Excellent communication, negotiation, and influence skills
- Proven presentation skills
- Must be self-motivated and energetic with a high level of commitment
- Ability to identify appropriate business targets, secure high-level appointments and manage prospects to close
- Ability to develop a close trustworthy relationship with customers
- Sales engineering background is an asset
- Experience in the telecommunications and utilities industries
- Knowledge of telecommunication network is a definite asset
- Ability to learn new technologies quickly
- Available for frequent travel within your assigned territory
- Computer skills including Windows based applications (Word, PowerPoint, Excel, Outlook)

**Target Markets:**

Telecommunications, Cellular Service Providers, Utilities

**Territory:**

US Regions

**Remuneration:**

Base salary

Commissions

Additional bonus when sales quota is exceeded

**Send your resume to:**

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