

Become part of the Hofmann family -

Your next job:

Regional Sales Manager

What can you expect as a Regional Sales Manager at Hofmann Mess- und Auswuchttechnik?

We are looking to strengthen our sales team in the North Central part of the United States. Are you looking for an inclusive culture where we enjoy helping our colleagues? Are you passionate about developing technical solutions with the customer? Do you put the customer first? Do you love traveling and building relationships? If you are looking for a new challenge, the balancing world is an exciting place to be in! If yes, to the above, check us out and apply.

General Summary

The primary responsibility lies in interfacing with customers and determining the general scope of supply for new machine, portables and supports upgrade sales. The Regional Sales Manager (RSM) is responsible for New Machine Sales (NMS), meeting or exceeding sales targets as directed by the SM and grows the regional base of customers.

- Location: In office & Travel
- Terms: min. 40 hours
- Salary/Rate: Salary/Commission
- Reports to: Sales Manager

Your tasks

- Interfaces with customers, this includes on site customer visits, telephone and video conferences, email, and any other means necessary
- Develop new customers through networking, references, research, or other means
- Discusses technical details with customers to determine best balancing solution
- Developing solutions for customer in conjunction with inside sales and engineering
- Preparation of quotes in conjunction with inside sales
- Review quotes with customer
- Follows up all inquiries and quotations
- Negotiates contracts and close orders
- Meet or exceed all personal annual sales targets for sales region
- Participate in trade shows
- Feed market information to the SM on market changes and requirements
- Participates and presents market studies of Product Groups as assigned by SM
- Supports other RSM
- Report weekly on customer visits and project progress, chance of success and potential support
- Assist Project Management on open orders as needed
- Always acts professionally, as her/his actions reflect on Hofmann Global Works flexible hours as needed
- Extensive travel required
- Other Tasks assigned by the SM
- Each employee expected to comply with safety, health regulations and attend training as required. Strictly adheres to compliance, Standard Operating Procedures and applicable laws.

Your qualifications

- Associate's or Bachelor's Degree in business, technical discipline or equivalent military training or employment experience
- At least 3 years' experience in a special machine engineering environment or 5 years in a sales role.

Your skills

- Strong communication skills; both written and oral
- Strong affinity to marketing
- Proactive and creative problem solver
- Self-disciplined, holds self-accountable to sales targets
- Ability to learn balancing theory, manual semi-automatic, and automatic balancing machines and machine tool designs
- Microsoft Office (especially Word, Excel, Project)

Have we aroused your interest?

Then we look forward to receiving your detailed application documents. Please state your salary expectations and the earliest possible starting date.

Contact:

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