Sales Manager

Responsible for representing the company to different customer types, acting as a resource to the customers, and supporting prospective and existing customers in their buying experience. Although the traditional rep-distributor model has been used in the territory a more direct customer interface manner of doing business for our system solutions is sought.

Duties and Responsibilities
- Work with customers in targeted industries such as but not limited to: machinery, manufacturing, electronic and/or electrical equipment manufacturing or automation equipment.
- Ability to travel (up to 70%) to meet with customers to discuss their evolving needs and to assess the quality of our company’s relationship with them.
- Develop and implement new sales initiatives, strategies and programs to identify new customers for sales growth and building long term relationships.
- Manages and develops the Midwest (MN, WI, IL, MI, ND and SD) territories.
- Responsible for achieving forecasted sales goals set by the company.
- Provides as a Subject Matter Expert resource to our Representatives and Distributors in customer requests, customer service, and technical questions.
- Sells directly to end-users without Reps and/or distributors.
- Introduces new products to customers.
- Motivates distributors and independent representatives to sell.
- Sets specifications for materials.
- Formulates quotes including special pricing and verifies pricing with General Manager.
- Manages own travel arrangements.
- Submits sales opportunities in CRM in a timely manner.
- Maintains professional appearance and attitude.
- Responsible for keeping current with the technical knowledge of the products.
- Improve and expand WERMA brand awareness.
- Other duties may be assigned

Non-Essential Responsibilities:
- Have a working knowledge of electricity.
- Periodical international travel.

Computer Skills
To perform this job successfully, an individual should have knowledge of Microsoft Word, Microsoft Excel, and SAP inventory software, Microsoft Internet Explorer, Microsoft Outlook, and Microsoft PowerPoint.

Education/Experience:
Bachelor’s degree (B. A. / B. S.) from four-year College or university; or eight to ten years related sales experience and/or training; or equivalent combination of education and experience.

Certificates and Licenses: Valid driver’s license

Please contact Mr. Skarke for further information and send your application with curriculum vitae and references via email to career-us@werma.com.