

United States Jobs Expertini®

Regional Sales Manager

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Company: CIRCOR International, Inc

Location: Burlington

Category: other-general

Manager, Regional Sales

BUSINESS: CIRCOR

LOCATION: Remote

DIRECT REPORTING: Director Sales - Americas

FUNCTIONAL REPORTING:

POSITION DETAILS

Position Summary

This position will develop and manage the relationship with Key actors in Latin American Countries (LATAM), by identifying, prioritizing and pursuing market opportunities, defining market potential for our product range of Circor Industrial Valves and provide relevant customer specific market analysis.

Generate and develop business plans to attract new business in existing markets or enter new markets. Coordinate with product management and engineering on product specifications and developments, use sales forecasting and strategic planning to ensure the sale and profitability of products or services, analyzing business developments and monitoring market trends as well as conduct economic and commercial surveys to identify potential markets for products and services.

Coordinate closely with the channel partner network within assigned geographic area together with the Americas Industrial Valve team members.

Principal Activities

Responsible for growing revenue in LATAM by identifying new opportunities at current

and prospective accounts

Give support to managers including performance monitoring, and possibly mentoring and training.

Development/implementation of market entry strategies and effective sales concepts taking into account regional cultural conditions, sales targets and product requirements; maintain and monitor pricing strategies, compare competitor pricing, and establish prices

Further targeted development of high-performance sales partners in the territory

Achieve sales goals by converting new accounts focus on End Users, EPC's, and OEM's; convert new customers and markets to the CIRCOR Valves branded products

Deliver presentations highlighting the product benefits and value propositions for customer target

CANDIDATE REQUIREMENTS

Knowledge Skills & Abilities

Dynamic personality with strong sales skills; specific sales experience in selling flow control products to EPC's, End Users or Channel Partners

Good business knowledge in direct and indirect sales of industrial products; experience in the selection and management of external sales partners and sales representative organizations; ability to develop strong relationships in the assigned markets

A good grasp of numbers and the ability to write documents in a professional style

The ability to stay calm under pressure and meet tight deadlines

The ability to remain flexible and seek alternative options to problems

Both written and verbal communication skills with the ability to communicate interculturally and to communicate and negotiate at all hierarchical levels

Languages Spanish / English

5+ years' experience in leadership positions in sales & application engineering, Business Development or Account Manager related to technical products

Willing to travel: 40 - 50%

Education & Experience

University degree engineering, business, or related field

Language skills

Fluent spoken and written English & Spanish are required.

Working Location

Remote office based and travel within LATAM region.

CIRCOR is an EEO Employer of Females / Minorities / Veterans / Individuals with Disabilities

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