

United States Jobs Expertini®

Regional Sales Manager - ProAV

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Company: Delta Electronics Americas

Location: United States

Category: other-general

Delta, founded in 1971, is a global provider of power and thermal management solutions. Its mission statement, To provide innovative, clean and energy-efficient solutions for a better tomorrow, focuses on addressing key environmental issues such as global climate change. As an energy-saving solutions provider with core competencies in power electronics and automation, Delta's business categories include Power Electronics, Automation, and Infrastructure. Delta has 171 sales offices, 74 R&D centers and 45 manufacturing facilities worldwide. Delta is a frequent recipient of international awards and related recognition for innovation, design, and continuous dedication to ESG. Since 2011, Delta has been listed on the DJSI World Index of Dow Jones Sustainability™ Indices for 11 consecutive years. In 2020, Delta was also recognized by CDP with two "A" leadership level ratings for its substantial contribution to climate change and water security issues and named Supplier Engagement Leader for its continuous development of a sustainable value chain. The Regional Market Development Manager (RMDM) is the person responsible for building and maintaining the network of Dealers, Manufacturer Representatives, and business partners, in a defined territory. This person shall support the overall business operations including revenue, market growth, dealer management, and all other responsibilities as it pertains to the companies' goals in the assigned territory. Digital Projection has defined 4 super regions that are further divided into 8 subregions that cover the US, Canada, and Latin America. Specific duties and responsibilities will include but are not limited to the following. Development and or update of an annual regional business plan that defines the number, type, size, and general regional location of companies that will be contractually authorized to be Dealers of Digital Projection.

The RMDM will identify those dealers that will be provided with a dealer contract from the company. The details of the specific plan will account for the base revenue and growth objectives defined and set by company management, within the target vertical markets. The RMDM will work directly with the dealers to promote, support, and train the dealer sales personnel on the products and services offered by Digital Projection. Develop and maintain a “suitable and effective” number of Manufacturers Representative companies to assist with the identification of potential dealers and business/sales opportunities, reporting and regularly updating the RMDM on weekly/monthly sales activity. The RMDM will identify those Manufacturer Representative companies that will be provided with a Mfg. Rep. contract from the company. Digital Projection utilizes Salesforce as our sales CRM platform. The RMDM is expected to use Salesforce to/for: Generate sales quotes. Lead to sales opportunity tracking, updating the status regularly, quoted, won, lost. Generation of monthly sales forecasts within the first week of each month, supporting the production of a comprehensive company sales forecast. Generation of a longer term “pipeline” of sales opportunities, updating the status regularly. Generation of monthly and annual reports to support the review and status of the region, noting vertical market and product-based results. Comprehensively update all open opportunities. Development of or update to the annual regional sales plan and business objections. Participate in regular sales reviews, product and services planning and training meetings. Identify opportunities and threats to Digital Projection’s business plans and objectives. Participate in national, regional, and local industry tradeshows. Travel as required to support the goals and objectives outlined. Business Degree is preferred.

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