

District Sales Manager – Coding and Marking

Location: MN

SUMMARY

Manage distributors and direct accounts for a specific region of the United States and achieve regional sales goals and other objectives as determined.

KEY RESPONSIBILITIES:

Sales:

- Develop and lead Distributor sales.
- Develop business model for revenue increases.
- Effective sales forecasting and reporting.
- Manage existing distributor sales staff.
- Recruit new distributors as needed.
- Train distributor sales team in products and sales methods.
- Manage distributors in the defined regions.
- Work with Distributor Sales Representatives to prospect and maintain existing customers.
- Achieve and exceed territory sales targets.
- Travel to work with distributors in the field
- Meet expectations for adding new distributors and obtaining new distributor business.
- Maintain the technical expertise to demonstrate and explain the operation and features of the product line. Train distributor personnel.

Miscellaneous:

- Maintain distributor prospect database and active project log.
- Provide timely feedback for new product development; including participation in quarterly review meetings, review competitive positioning, and discussing product and pricing strategies.
- Provide training assistance for new and existing sales distributors.
- Play an active role in Regional and Corporate Annual Sales Meetings.
- Effectively work with other departments to accomplish tasks and to meet the needs of customers.
- Other duties as assigned.

QUALIFICATIONS:

Minimum Requirements:

- Bachelor's degree or equivalent work experience
- Must meet or exceed sales objectives at least three (3) of five (5) years of employment.
- Display leadership qualities.
- Provide creative solutions for unique applications and situations.
- Possess strong professional selling skills.
- Proficient in the utilization of internal and external resources.
- Computer literate with experience working in Microsoft Office products.
- Ability to work in and demonstrate products in production environment.
- Mechanical aptitude.
- Ability to provide exceptional customer service.
- Execution-oriented with proven ability to understand expectations and deliver results in a dynamic, fast-paced environment.
- Ability to interpret and evaluate information and create analytical approaches to achieve results.
- Excellent written and verbal communication skills
- Ability to handle multiple tasks and manage time effectively.
- Ability to work independently.
- Ability to travel with some overnight and weekend travel required.
- Ability to work from home office.
- Ability to operate general office equipment such as telephone, copier, fax, computer, etc.

Engage Technologies Corporation offers a competitive compensation package, including medical and dental benefits, company matched 401(k)/Profit Sharing. Submit cover letter & resume to the Human Resource Department by email mswanson@engagetechologies.net, fax (763) 795-8867 or by mail to Engage Technologies Corporation, 7041 Boone Ave N, Brooklyn Park, MN 55428.