

Regional Sales Manager - Eastern US Region

1141 Harbor Bay Parkway, Suite 201, Alameda, CA 94502, USA

Full-time

FLSA Status: Exempt

Company Description

Simco-Ion Technology, located in Alameda CA, is an *Illinois Tool Works'* company. We are the world's largest manufacturer of ionization and process monitoring products. Since 1936, we've been providing solutions for electrostatic issues in a wide range of industries, such as semiconductor, life sciences, and advanced display. Applications include static elimination, static generation, static monitoring, and contamination control. Our goal is to help reduce costs, improve operations, and increase quality. We approach each situation with a sincere attempt to understand our unique customer needs and develop innovative solutions. Simco-Ion's comprehensive product line incorporates years of research, engineering, and field experience.

Please visit our website at: <https://www.simco-ion.technology> and our parent company's website at: <https://www.itw.com/>

An exciting opportunity awaits the **Eastern US Regional Sales Manager**. In this role you will play an important part of our Americas Sales Team to help achieve our growth and profitability goals for Simco-Ion, Technology Group.

The ideal candidate will live in Eastern USA state working from a home office. The region includes the New England, Mid and South Atlantic states. This position reports to Sr. Director, Global Sales & Marketing. Please send resume to Rmorgan@simco-ion.com.

Job Description

Responsibilities

- The Regional Sales Manager (RSM) will be responsible for exceeding sales revenues, quotas and strategic objectives (MBO's) in all assigned market segments including semiconductor, life science, and general electronics.
- The RSM will work primarily through channel partners in the region to sell static control, ionization and monitoring solutions. Success will include accountability to maintain a productive and effective relationship with channel partners agents and key stakeholders.
- The RSM will create and maintain a sales pipeline, which identifies new business opportunities in the region to exceed sales quota. Pipeline development will be developed through a combination of channel partner relationships, internal demand lead generation resources, market intelligence and marketing campaigns.
- The RSM will ensure a close alignment with channel partners on forecasting, deal engagement, pipeline management, training, product demos.

- The RSM will be instrumental in implementing the sales plan and strategy with channel partners, collaborating with applications and engineering, and interfacing with clients as required to achieve goals.
- RSM will report on regional sales results (weekly, monthly, quarterly and annually) along with forecasting annual, quarterly and monthly sales goals
- RSM will collaborate with other sales representatives from different territories to share best practices, align same company account strategies, and to support a cohesive sales approach

Qualifications

Qualifiers:

- BA or BS degree
- 5 to 10 years of sales experience selling in a business to business model with proven experience in successfully building and managing relationships with channel partners, distributors and direct customers
- High energy with positive attitude and a team player
- Excellent business acumen
- Demonstrable track record of sales over achievement.
- Strong information gathering and fact-finding skills
- Adept at Solution Selling
- Ability to turn technical features into meaningful business benefits.
- Must be organized and a self-starter who can work with minimum direction
- Excellent oral and written communication skills at all levels of client and company management.
- Excellent in Communication and Presentation Skills

Other Requirements

- Possess a strong, independent work ethic and the ability to execute strategic sales plans assigned
- Have industry contacts and experience in the following verticals: Semiconductor (front end, back end), Life Science (medical devices and biotech), general electronics (Aerospace, electronic manufacturing services, electronics testing and assembly
- Effectively use company CRM to record all contacts and interactions with customers
- Answer customer questions about features, pricing and additional services
- Obtain and report competitor information, such as new products, pricing, and sales strategies during the process of sales generation
- **Provide updated information for product applications and suggest improvements to existing product line based on information obtained from customer's application needs**
- Attend trade shows, industry conferences and presentations.
- Travel of up to 50% is required for this remote position

Additional Information

ITW offers an extensive benefits package to include Medical, Dental, Vision, Paid time off, an employer matched 401K, and so much more!

We are an Equal Employment/Affirmative Action employer. We do not discriminate in hiring on the basis of sex, gender identity, sexual orientation, race, color, religious creed, national origin, physical or mental disability, protected Veteran status, or any other characteristic protected by federal, state, or local law.