

Position: **Regional Sales Manager**

Location: **Southeast**

COMPANY

iAutomation, a high technology distributor of industrial automation components, has an immediate opening for a **Regional Sales Manager (technical sales)** in the **Southeast** region. iAutomation's product offering includes machine control, motion control, sensing and vision, safety systems, mechanical components and stages. We offer engineered systems and services to provide OEM and end user customers a complete automation solution.

DESCRIPTION

The candidate will report to a Director of Sales and be responsible for managing the customers and resources within the territory, Sales Engineers, and having key account responsibility, while executing the iAutomation sales strategy. A successful RSM will drive revenue and margin growth through strategy, management, monitoring, and reporting of sales activity within their team. In addition, you will work with Product Managers, Operations staff, Customer Service teams, and other sales management to assure a positive customer experience. This position requires a high level of activity and use of our CRM system (NetSuite) to manage your territory. A solid understanding of our product and solution offering, as well as the Industrial Automation marketplace is essential.

REQUIREMENTS & ADDITIONAL DETAILS

Qualified candidates will have a minimum of a four-year Engineering degree in a relevant field such as Mechanical or Electrical, with 7+ years' experience in industrial automation sales. Relevant experience selling similar or related products to our portfolio is a plus. The ability to manage and mentor team members is essential to success in this role. Proven experience in implementing sales strategy, penetrating new potential clients, forming relationships, and growing sales dollars is crucial to your success.

ADDITIONAL INFORMATION

- Please apply to Marna Perkins at mperkins@i-automation.com
- Principals ONLY - No Recruiters Please

iAutomation Supports Equal Opportunity Employment & Diversity