

Regional Sales Manager

With more than 50 years of knowledge & activity, DEFINOX is the leading valves sales company. Located in more than 50 countries around the world, we are specialized in the R&D, the manufacturing and sale of hi-tech valves for food, cosmetic and pharmaceutical industries. HQ in France with offices in Beijing China and New Berlin, WI.

Overview

Due to growth Definox USA is seeking a Regional Sales Manager with responsibility to lead the Sales effort for Definox products in the Southeastern US (TX, LA, MS, AL, GA, FL, SC, NC, TN), Mexico and Latin America. The Regional Sales Manager will be selling to mostly OEM's/End Users and Integrators in this role.

Job Location

The Sales Manager will work out of a home office setting preferably in TX or FL but could be anywhere in the Southeastern US Territory.

What you'll do

- Work within a defined territory by calling on distributors, major accounts, end users, consulting engineers, and OEM's.
- Seek out new clients and new markets for Definox valves.
- Present Definox products, solicit requests for quotations, and facilitate the ordering process.
- Follow up on outstanding quotes, existing orders, and work with the factory to avoid delivery delays, expediting, and to work as a go between with factory engineers and customers.
- Work with new and existing distributors in the territory to support their efforts, present new products, make joint sales calls, etc.
- Provide territory forecasting of sales so that purchasing can order adequate valves and parts from the factory.
- Plan and work with other sales managers and Definox personnel to maximize use of facilities and time.
- Prepare forecasts, itineraries, call reports, and attend staff meetings.

Who you are

- 5+ years technical sales background with engineered products to the food, beverage, and dairy industries. Products relating to sanitary valves and/or sanitary pumps are highly preferred.
- Excellent internal and external communication and relationship building skills.
- A proven record of adaptability to diverse cultures.

- Self-Starter: Inspired to perform without outside help.
- Ability to Make an Impact: Inspired to perform well by the ability to contribute to the success of a project or the organization
- Bachelor's degree in engineering or business or equivalent education and experience
- Ability to travel approximately 75% of the time throughout the United States, Mexico, and Latin America.
- Strong computer skills required (Excel, PowerPoint, Outlook, Word, etc.)
- Fluent English & Spanish is required; Fluency in Portuguese is a plus.

What we offer

- A comprehensive total benefits package (401(k) w/ match, profit sharing, medical, vision, dental, life insurance, disability)
- Company car will be provided
- Comprehensive compensation package including variable

If you are interested in this opportunity, please send your resume and cover letter to Benjamin Dupont, HR Manager at the following e-mail address: benjamin-dupont@Definox.com

Equal Employment Opportunity Statement: Definox is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of Any Kind: Definox is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at Definox are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV Status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate. Definox will not tolerate discrimination or harassment based on any of these characteristics. Definox encourages applicants of all ages. Definox will provide reasonable accommodation to employees who have protected disabilities consistent with local law.