

SALES MANAGER

Job description

Duties include but not limited to:

- Supervision and coaching of outside sales team for assigned region
- Calling on key account(s)
- Gathering market intelligence and competitive information
- Tracking of national projects
- Tracking of international projects
- Assisting in developing annual sales targets and sales budgets
- Development and implementation of sales strategies and plans to meet growth targets in assigned region
- Providing monthly incoming order forecasts for assigned region to management
- Employee training and development
- Maintaining relationships with the product centers and other suppliers

Qualifications

- Post secondary technical education, preferably in instrumentation, process control or electronics
- Computer literacy and working knowledge of Microsoft Office
- Proven sales experience in industrial instrumentation
- Good leadership skills
- Good people relations and communication skills
- Knowledge of ISO 9001 Quality Management System