

Western US Regional Sales Manager

Reporting to the Director of Global Sales, this position will be responsible for the development and execution of the Western Regional Sales Plan.

***VJ Electronix requires all new applicants to be vaccinated against the COVID-19 virus.

For this role, VJ Electronix is looking for a highly motivated and success driven individual to identify and develop new business opportunities, build awareness for the VJ Electronix brand, communicate market feedback into marketing, and foster relationships with third party vendors while achieving sales targets. Much of this territory is underdeveloped and offers an opportunity to represent our complete product and solution portfolio to electronic manufacturing & OEM clients.

Job Description:

- Utilize innovative sales, marketing, and business development activities to attain or exceed your annual quota.
- Identify, qualify, and build a territory pipeline, using your network, client lists, referrals, and social media tools to foster relationships with potential clients and third-party representatives.
- Create significant momentum within your territory through regular meetings, telephone, events, conferences, and webinars.
- You will present, promote, and differentiate our X-Ray Counting & Inspection solutions and PCB Rework systems directly to current and prospective clients and through third-party representatives.
- Proactively manage your opportunity life cycle while engaging the appropriate team members to solidify business, coordinating technical capabilities with the applications team.
- Manage and support the region's strategic accounts and other assigned strategic accounts.
- Maintain accurate sales forecasting data and regular communication to management using tools provided.
- Collaborate with marketing to drive initiatives, enhance campaigns, and identify new channels for promotion of products and services.
- A high degree of personal motivation and drive for success along with exceptional organizational and time management skills; innate initiative, attention to detail and multi-tasking are your strengths.
- Travel to customer and potential customer sites within Region, and potentially elsewhere, as well as to company locations worldwide: approx 25-50%.

Essential Skills:

- B.S. in a related engineering or scientific area of study
- Five (5) to ten (10) years of relevant electronic assembly capital equipment sales management experience
- Direct knowledge of Western Region electronic assembly customer base, including OEM accounts
- Demonstrated history of successful sales management and quota achievement
- Superior presentation skills to all types of audiences
- Organizational and time management skills, problem solving and knowledge of basic accounting and financial concepts
- Ability to operate independently with minimal guidance by management
- Superior written and verbal communication and documentation skills
- Proficient in Microsoft Office and Salesforce.com CRM tools

Physical Requirements:

- Must be able to frequently travel via multiple modes of transportation, including but not limited to Air, Rail and Motor Vehicle.
- Must be able to occasionally move up to 25 pounds
- Must be able to constantly exchange information effectively via both verbal and written communication
- Must be able to occasionally traverse stairs as required at customer sites
- Must be able to constantly operate standard office equipment.

The contents noted within this job description are not all inclusive and are subject to change. The Western US Regional Sales Manager has been deemed to be a safety sensitive position.