

The VAHLE Group is a leading global manufacturer of conductor bar and other mobile power, data, positioning and control solutions. Operating in many familiar industries, VAHLE products are marketed and sold to a large variety of businesses around the world. VAHLE's global headquarters is located in Kamen, Germany and the US subsidiary, VAHLE, Inc., is located in Katy, Texas.

VAHLE, Inc. is currently seeking to hire a Regional Sales Manager for Charlotte, North Carolina or nearby proximity. A candidate with a bachelor's degree in a related engineering discipline along with 5 to 8 years of experience in a sales related field is preferred; however, 10 years of proven experience in a sales related field may be substituted. Previous work in account management or in sales rep experience in wholesale, distribution, or manufacturing industries is required. Previous sales experience in the automation industry is preferred.

As a Regional Sales Manager you will be responsible for but not limited to:

- Daily Management and development of sales in a specified region or territory, and
- Responsible for development of sales and growth via existing and new customer relationships as per the KPIs, and
- Manage the KPIs established for the position including sales activity, pipeline flow, achieved outcomes, and
- Responsible for revenue goals and increases in sales of product groups and markets and sales growth as defined by the KPIs, and
- Goal setting in conjunction with Executive Management to achieve targets including net revenue, and growth by customer, market, product and region, and
- Manage associated VAHLE, Inc. representative network, as required, to achieve targets including net revenue, and growth by customer, market, product, and region, and
- Analyze and professionally report on sales statistics, such as volume, gross revenue, sales expenses, and customer demographics as required.

Requirements

- Demonstrated strong analytical skills to collect and interpret sales data by analyzing different markets, products, services, gross revenues and profit, and demographics of the purchasing customer, and
- Demonstrable experience in developing client-focused, differentiated, and achievable solutions, and
- Proven ability to drive the sales process from plan to close, and
- Proven ability to articulate the distinct aspects of VAHLE, Inc. products and services and to position products against competitors, and
- Considered and effective communication skills that include active listening, articulation of ideas and concepts, a confident presence, and emotional intelligence to manage complex relationships and to plan, communicate with employees, peers, customers, Executive Management, and stakeholders, and

- Proficiency and mastery of utilizing CRM software to identify status of leads and orders and to identify and minimize gaps and root cause where VAHLE, Inc. is not obtaining market share goals, and
- Advanced skills in word processing, spreadsheets, presentation and other software applications, and
- This position requires a valid driver's license and current passport or the ability to obtain a passport.

VAHLE, Inc. has recently relocated to a larger facility in Katy, Texas in September of 2018. We take pride in an engaging culture and offer employee appreciation events, growth opportunities, robust benefits including, insurance, paid training and professional development, holiday and profit-sharing bonuses, and an employer funded pension plan.

Qualified candidates may submit their resume via email to Human Resources – hr@vahleinc.com