



Regional Sales Manager is responsible for sales of VCC products in East Coast territory. Will develop and generate new business while maintaining and providing technical support to existing customer base of manufacturers' representatives (Reps), distribution channel, and the end-users to increase sales and market share.

You will

- Develop regional sales plan and actively manage assigned territory to promote VCC products and services to key accounts, distribution partners, and manufacturer representatives, and end users
- Increase new opportunities and repeat sales leads
- Conduct quarterly business reviews with Reps and measure performance to plan
- Create and develop customer sales proposals, pricing quotes, and bid support
- Initiate inquiries for custom/derivative design opportunities (SQT process) and support design-in activities
- Develop and maintain relationships at multiple levels within the distribution and customer base to position VCC as a strategic partner and competitive advantage
- Vigorously promote VCC New Product Development (NPI) and pro-actively cultivate new product sales
- Drive sales growth through maximization of resources and execution of market segment strategies
- Check on industry trends and competitor activity and develop new methods in attaining new accounts and assisting in sales plan development, including updating senior management and related activities
- Communicate frequently with marketing staff to maximize efforts, identify, and collaborate to capture new business opportunities
- Coordinate with marketing and corporate related go-to-market strategies and measure effectiveness (CRM data, POS activity to track and analyze sales trends)
- Perform other duties and responsibilities as assigned

If you have:

- Bachelor's Degree or equivalent sales experience
- 3 - 5 years field sales experience in the electronic component/electronic cable Industry
- Manufacturer's representative and/or electronic component distribution experience desired
- Successful record of achieving or exceeding sales targets and goals
- Have technical knowledge and skills; is good at learning new products, picks up on technical things quickly, and the ability to train product technical specifications with the audience in mind
- Self-starter with ability to work in a fast paced environment
- Ability to communicate effectively and persuasively in a professional manner, problem solving and negotiation skills
- Strong relationship selling and doing business with distributors, manufacturer representatives, and end customers
- Excellent organizational skills, follow through, and project management skills

- Internet, technology, cloud-based application savvy (Google Apps, join.me, etc.), including Microsoft Office and familiarity with CRM tools
- Ability to travel (35% time) periodically as needed, including VCC's Tijuana, Mexico facility

Benefits: Salary and variable compensation, 90% plus paid medical insurance for employee only, paid vacation, sick, and holidays, 401(k) matching programs.

We are a passionate bunch who work hard, play hard, and respect others at vcclite.com