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POSIFLEXTM
Leaders in POS Terminal Technology

www.posiflexusa.com

Regional Sales Manager - a US Geographical Region

JOB DESCRIPTION:

Reporting to Vice President of Channel and OEM Sales, the Regional Sales Manager will grow sales through Posiflex distributors and resellers in a multi-state geographical territory. He/she will ensure that distributor sales reps are trained and provided with pre-sales marketing and technical support, will direct sales inquiries and leads to distributors and aggressively develop sales opportunities with new and existing VARs, ISVs and customers. The RSM will own the sales process from initial lead to closing. The RSM will work closely with Inside sales and Marketing to generate leads, prospect and manage new accounts and projects within the assigned region.

JOB RESPONSIBILITIES:

- Responsible for managing all sales activities within designated territory through direct contact with Channel partners and customers. Direct selling to customers at all levels. Locate and develop new business opportunities including scope of work and revenue projections.
- Quota Responsibility
 - Sales forecasting by dollar and by product/model
 - 5-7 face to face meetings each week with VAR's, ISV's and End Users for the ultimate purpose of closing sales.
 - Up to 60% travel required.
- Call on resellers and ISV's and distributors to promote new and existing product lines.
- Provide complete support of Channel Partners including: quotations, product training, coordinating technical support, addressing product specification questions, inventory maintenance, delivery issues, inquiry to warranty and other service products.
- Keep management apprised of potential customer/quality issues; mediate conflicts between branch operations and customer on issues involving service quality, safety or other matters.
- Develop cooperative relationships with key distributors and end user personnel to enhance product demand including gathering customer requirements and demand creation.
- Establish sales goals and specification objectives to meet company sales budget.
- Identify business opportunities and provide complete project information, including price strategy.
- Actively participate in trade shows to promote Posiflex products and services.
- Develop and implement plans and strategies for enhancing business with target accounts.
- Plan and execute sales calls and presentations to customers to include capturing business from competitors.
- Perform customer needs analysis and recommend additional products or services to meet those needs.

EDUCATION / EXPERIENCE:

- Bachelor's degree or equivalent experience in Sales, Marketing, or Business Administration is required. MBA and previous work experience in electronic industry/software/services is desirable.
- 5 years of experience in external PC related sales with progressive revenue growth.
- 5 years of POS experience, with experience selling through Channel Partners preferred.
- Extensive knowledge of technology requirements for Hospitality and Retail markets.

REQUIRED QUALIFICATIONS:

- Valid driver's license with clear motor vehicle report (MVR).
- Able to cover large geographical sales territory (overnight travel required).
- Intermediate computer experience with particular proficiency in Microsoft Word, Excel, Outlook, and PowerPoint programs.
- High level of interpersonal skill and able to communicate effectively.
- Able to deliver presentations to large (30+) groups.
- Able to stand and give presentations for extended periods of time.
- Able to lift in excess of 40 lbs. to maneuver products during trade show or demonstrations.

BENEFITS:

- HEALTH/ Vision/ Dental/ 401K/ Life Insurance & paid vacation.

If interested, please email resume to: job@posiflexusa.com