

Carel USA LLC

Job Description – Regional Sales Manager – New Jersey/New York

Job Title: Regional Sales Manager – Humidification/Adiabatic Cooling Group
Department: Sales & Marketing
Reports To: National Sales Manager – Humidification/Adiabatic Cooling Group

SUMMARY

Candidate promotes humidification/cooling products by performing the following duties.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

The candidate will make sales visits to Design Builders, Engineers, Contractors, Institutions, End Users, Installers, Commercial Manufacturing, Industrial Plants, Museums and or any facilities or location where the specification and use of Carel humidification/cooling products is possible.

The candidate will be responsible for documenting all visitations as outlined above and shall assist in planning and participating in trade shows, mailing and telephone marketing campaigns as directed by the National Sales Manager – Humidification Group.

The candidate will coordinate communications between the Carel Representatives and the Carel Sales and Application Support Staff.

QUALIFICATIONS: To perform this job successfully, the candidate must demonstrate outstanding communication skills (both oral and written) and be capable of planning targeted sales calls in an organized and effective manner. The candidate must be capable of identifying target users of the Carel humidification product lines and be able to demonstrate a basic working knowledge of humidification and Carel products.

This position requires a self motivated individual, who enjoys finding new opportunities in meeting new contacts on a daily basis. The Glass must be “half full” and the candidate must thrive on initiating first time contact.

EDUCATION and/or EXPERIENCE

The candidate must possess Business Development/Sales Lead Development/Territory Manager experience in either a technical, medical or commercial industry.

Competencies in all of the following Microsoft products:
PowerPoint, Excel, Word, Publisher, Outlook.

HVAC experience a major plus.

LANGUAGE SKILLS

The candidate must be fluent in English. Spanish as a second language would be an asset.

MATHEMATICAL SKILLS

Sales and Marketing Level is required.

PHYSICAL DEMANDS: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Travel and evening promotion time necessary.

WORK ENVIRONMENT: The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Office, Car, Manufacturing floors.

Based in NY/NJ the candidate will travel to customer's locations in NY, NJ, PA, MD & VA.