



Position Description

Overview

Job Title **Regional Sales Manager OEM ROW**

Location **Lisle, IL**

Details

An innovative cash management organization is currently looking for a Key Account Manager in their Chicago land office to manage a suite of products and maintain sales force readiness. Our client serves the financial, retail, vending machine, amusement and gaming industries in over one-hundred countries.

A senior sales leader responsible for identifying new commercial activities and ensuring business growth to plan on the client's product suite within the North American and South American markets.

Primary Responsibilities

- Driving profitable sales development in OEM North American territory.
- Driving the range of OEM ROW products into USA market to grow market share and exceed sales targets.
- Creating a regional sales strategy, focusing on establishing the most appropriate routes to market.
- Establish both market and target customer strategies for North America (NA) to cover the OEM ROW product portfolio.
- Developing a 5 year business plan outlining projected revenues and profitability for the NA region.
- Agreeing and tracking to key performance measurements (KPI's) in the NA region to ensure focus is maintained on the right business areas in order to make plan.
- Outlining the resources required to achieve the business plan in the NA region.
- Identifying new market / product opportunities and producing comprehensive business case arguments for requested investment into the OEM NA business.
- Tracking and reporting on the commercial success of new projects against original predictions.
- Working with the OEM Commercial Director in management of the territory budget performance vs. plan and identification of risks and actions to recover.
- Working with the commercial director to provide an annual sales plan to match budget, providing monthly updates, revisions and modifications to the sales activity plan as required.



- Responsible for up front negotiation of commercial terms with customers and suppliers as appropriate. Presenting these in a business case format to the OEM senior management for sign off when appropriate.
- Working with Marketing to identify target prospective customers by industry segment within the NA territory.
- Developing strong relationships with the Strategic / Key customers in identified industry/segments
- Identifying and reporting on business opportunities in target markets
- Maximising new business development opportunities and getting out in field to close new accounts.
- Representing the business at conferences, trade fairs and networking events as required.

Primary Qualifications

EXPERIENCE

- Minimum x10 years Sales and Marketing experience in a B2B / manufacturing environment.
- X5 years regional territory responsibility in the NA market.
- Excellent sales leadership skills with evidence of developing and leading sales organisations through periods of change and growth with experience of managing NA territory.
- A demonstrable track record in NA market, identifying and closing new business partners.
- An established network of channel senior executives within the NA FI market.
- A proven track record of NA territory profitable sales development on capital equipment in one of the following markets. Financial Institutions (FI), Security Market,

REQUIRED SKILLS AND ABILITIES

- Degree level education in a business related discipline.
- Highly motivated with the desire to succeed and deliver significant results.
- Excellent sales and negotiation skills.
- Good technical background and understanding.
- Ability to develop and maintain relevant product knowledge.
- Excellent IT skills including strong Excel skills, budget and report writing skills.

Additional Qualifications

- Proven sales ability in driving and closing significant commercial opportunities.
- Experience of developing specific account sales strategies.
- The ability to motivate and lead a team
- Excellent communication, interpersonal and numeric skills.
- The ability to work calmly under pressure and to meet deadlines.
- Driven and Focused. Problem solver. Self-starter and team player.



- Travel frequently to meet customers
- Good business sense
- Initiative, drive and enthusiasm
- Good planning and organisational skills

About Us

Cutting Edge *Connect* is proud to offer this position through our website, www.ceconnectinc.com.

Cutting Edge Connect is an executive consulting firm with the goal of bringing talented individuals into quality organizations.

To speak with us directly, please contact our Project Manager:

Lisa Seebacker

Partner

Work: 224-433-6182

Email: lisa@ceconnectinc.com

To be considered for this position, please register with Cutting Edge *Connect* by completing the inquiry process. You will be notified by email when registration is complete.

For more information on the services Cutting Edge *Connect*, please visit our website.

Have you *Connected* with the top employers yet?