

Job Title: Regional Sales Manager (RSM)
Department: Sales
Location: Based out of the Denver, CO area, Territory includes states of: CO, UT, WY, ID, MT, TX, LA, OK and AR with the potential for additional regions.

Position Summary:

Astrodyne TDI is looking for a Regional Sales Manager (RSM) in the Denver, CO area. This position is a key account manager, business developer, territory manager, rep manager, and closer. The RSM supports company growth and develops and executes strategic plans that result in the successful sales of custom power conversion products and develops and maintains relationships with key players at strategic accounts.

The RSM also develops and builds senior-level client relationships, leads strategic sales initiatives, forecasts revenue and initiates new business growth. The RSM will ideally be located within their assigned region and work out of a home office and travel on the order of approximately 50% outside the home territory and weekly within in.

An RSM is the “face” of AstrodyneTDI to the customer. The RSM has the authority to negotiate on behalf of the Company, and represents the Company fully to the customer.

Job Responsibilities:

Develops a business plan for the penetration of accounts and the growth of sales of the Company’s products to customers in the assigned territory.

- Implement defined strategies and tactics to achieve budgeted sales and targeted new account acquisition quota.
- Acquires, manages and motivates Independent Manufacturer Representatives within the assigned territory.
- Establishes and builds professional relationships with Key Accounts.
- Prepares, recommends and negotiates pricing, terms and conditions for quotations (RFQ's) blanket agreements and contracts for management approval.
- In conjunction with Marketing and Engineering teams, creates effective proposals and RFP/RFQ responses that identify prospects’ needs and requirements and outline our solution and value proposition.
- Proactively manages and maintains a high level of customer satisfaction within existing account base.
- Drives on-going, proactive qualification, management and progression of sales leads and prospects.
- Coordinates the resolution of customer concerns, complaints and corrective actions.
- Provides local training and technical applications support to representatives and customer base.
- Attends trade shows and other market/industry events and possibly acquires speaking engagements.
- Maintains the Salesforce.com database of opportunities and contacts

Supervisory Responsibilities:

- Manages, directs and reviews Manufacturers representatives within the territory.
- Possesses the ability to influence and drive other internal organizations, that are not direct reports, to achieve solutions for customers and drive revenue growth.
- Demonstrates a consultative approach and ability to make recommendations to Company prospects with solutions that can meet their requirements.
- Must have capability to refine existing information and further develop and qualify leads/opportunities through referrals, networks, trade shows, web resources, and other methods to enhance the opportunity pipeline.

Education & Experience:

A Bachelor's Degree is required, an Engineering degree preferred along with prior Power Supply industry or EMI Filter sales experience. A minimum of 5 to 10 years of experience in the territory with an established network of contacts in the Industrial, Medical, Military, Aerospace, and Semiconductor markets. Tenacity, skill, and a Customer-focus is most important.

The RSM role serves as a critical link between Astrodyne TDI and current and potential customers. To be successful, the RSM must be a Coach and Leader capable of demonstrating effective Leadership and Sales skills and abilities and must possess and utilize highly-advanced communications skills with tact and diplomacy.

The RSM must be able to travel extensively to customers, prospects, and to manufacturer's reps in order to drive additional new business. An aggressive, take-charge personality combined with professionalism and sales "know-how" will define the successful RSM!

Astrodyne TDI provides equal employment opportunities to all employees and applicants. Our culture is one that provides opportunities for employee involvement, growth, and development. Astrodyne TDI offers competitive salary plus commission, paid time off, robust healthcare benefits, and 401(k).

Due to Military affiliations, we are unable to sponsor candidates who require a Visa. Candidates MUST be a US Citizen or a Permanent Resident/Green Card Holder.

To Apply: send cover letter along with salary requirements with your resume to:

lindsay.finnigan@astrodyneTDI.com