



## REGIONAL SALES MANAGER

**Job Summary:** The ideal candidate will prospect and close sales leads to help generate revenue for the company. They will also be responsible for developing, implementing, and evaluating the sales strategy. They will grow our customer sales base and help achieve budgeted revenues and margins.

### **Essential Duties and Responsibilities:**

- Support Worldwide Sales bookings for revenue and gross margins.
- Use best efforts to sell the company's products in the defined territory through direct customer contact, trade shows, local advertising, direct mail campaigns and other similar activities.
- Visit and solicit current and prospective customers in the territory.
- Penetrate top/second tier accounts in region.
- Achieve budgeted revenues and margins.
- Assist and participate with the Company in generating monthly sales forecasts for territory.
- Use best efforts to influence the customer's delivery schedule of Company's products to provide more efficient start-ups of the products.
- Attending all trade shows where the Company is in attendance that are held in territory or as requested by the company.
- Assist the Company in investigating and resolving customer product complaints.
- Partner with Field Service organization to ensure the highest level of customer service.

### **Requirements:**

- Minimum three years experience in capital equipment sales.
- Experience in Semiconductor Industry
- Ability to travel frequently and to develop and maintain business relationships.
- Experience in generating and maintaining relationships with sales leads.
- Excellent written and verbal communication skills.