



9650 South Franklin Drive, Franklin WI 53132 800-892-3755 jeffersonelectric.com info@jeffersonelectric.com

Regional Sales Manager

Jefferson Electric is a rapidly growing manufacturer of dry-type electrical transformers with a rich tradition of supplying quality products into the commercial, construction and industrial distribution markets.

We are seeking a highly motivated Regional Sales Manager to join our distribution sales team. In this role, you will develop and manage long term customer relationships while growing sales through new and existing distributors.

The successful Regional Sales Manager will use a combination of representatives and distributors in their geographic region of responsibility to target companies within designated markets.

Responsibilities include:

- Recruiting, development and support of Independent representatives & distributors in their area of responsibility with focus towards target markets.
- Development of key corporate relationships with targeted key accounts.
- Development of a yearly sales budget for their region.
- Identification of Key Accounts.
- Development of a sales plan for each target account and execution.
- Conduct training for representatives and customer base.
- Identification of resources required meeting area goals.
- Attainment of all agreed upon goals.
- Working with Jefferson's marketing group to develop targeted marketing initiatives in their region.
- Identification of new product opportunities.
- Submitting timely sales call reports to track large account progress.

Qualifications include:

- A Bachelor's degree in Electrical Engineering or technical field or equivalent work experience
- 3-5 years of field sales experience
- Knowledge or experience in the electrical distribution channel preferred
- Knowledge of electrical transformers a plus
- Excellent initiative and interpersonal communication skills
- Position requires 65% travel

We offer a competitive salary and benefits package and the opportunity to work for a respected industry leader. Interested candidates should send their resume along with salary requirements to

Careers@jeffersonelectric.com.