

# Are you one of our success factors?



For over 70 years, ROSTA has been designing and manufacturing rubber suspension systems across the world. When it comes to highly engineered torsional rubber springs that improves productivity and efficiency; ROSTA is your partner. Simplicity, combined with technical expertise, is the key to our success.

## Regional Sales Manager, Eastern US

The Regional Sales Manager is responsible for driving the sales growth of OEM customers and select distribution partners. The individual in this position will be focused on the development of business in strategic markets utilizing the ROSTA product portfolio.

This position will be charged with developing a clear understanding of strategic markets; major players, how we win, and recommending potential customers to target. It is expected that the Regional Sales Manager identifies multiple levels of contact with these potential customers and drives the opportunity through the sales process to closure. Input and strong communication with the Director of Sales, engineering team and company leadership will be required. The Regional Sales Manager will support the day to day requirements of an existing customer base to meet both customer and company objectives.

This person will be responsible for product awareness and training of customers and representatives within that assigned territory. He/she will also be called upon to assist and oversee the initial training and support of additional west coast representative organizations outside of the base territory. Will be responsible for coordinating with back office personnel to insure prompt delivery of products as necessary.

### Responsibilities

#### Promotion of Sales

- Plan / execute customer visits
- Preparation of proposals
- Follow up on opportunities / quotes
- Generate hunting lists - OEM

#### Development of a Distribution Network

- Support the distributors in the assigned territory
- Develop independent distributors
- Manage manufacturer representatives

#### Marketing

- Participate in relevant industry organizations / shows
- Regularly update on market / competition / applications
- Initiate marketing campaigns
- Annual Budget responsibility / forecast

#### Reporting

- Reports bi-weekly to the Sales Director
- Monthly project report
- Achieve Customer Satisfaction

## Skills

- Self-motivated / Pro-active
- Persistent / tenacious
- Mechanical / technical aptitude
- Organized and able to report activity (CRM)
- Able to make presentations
- Proven OEM sales experience
- Professional presentation skills
- Organizational Skills
- Basic Computer Skills / MS-Office / CRM

## Additional Responsibilities

- Aggressively identify and grow new business opportunities
- Define changing market conditions and competitive issues
- Identify market needs and opportunities, creating a sustainable competitive advantage
- Support day to day execution of existing customer base
- Provide accurate and timely communications to internal and external constituents to include orders forecast, new business opportunities, pricing, technical application details, etc.

## Additional Skills & Competencies

- Demonstrates experience and knowledge in the manufacturing and/or industrial industry
- Self-starter maintains high ethical standards
- Demonstrate ability to lead and work well in a team environment
- Possess high degree of leadership and ability to influence cross-functionally
- Must be self-motivated, show initiative, anticipate and prevent issues by executing advanced problem-solving skills
- Ability to work well with customers and internal team members to lead positive change in a fast-paced work environment
- Ability to work well under pressure and time constraints
- Excellent time management skills and the ability to multitask as needed
- Exceptional analytical interpersonal skills
- Ability to operate computers and proficient in MS Sharepoint & MS Office applications
- Demonstrates proficiency in oral and written communications

## Compensation

- Salary: \$60,000 to \$75,000 annually (plus commission and bonus)
- Benefits: Medical, Vision, Dental, 401K, Life Insurance, Short term/Long term Disability Insurance, Wellness Program

If you'd like to apply to join our team at Rosta USA, please forward your resume to Van Mensinger, Human Resources, [van.mensinger@rosta.com](mailto:van.mensinger@rosta.com)

[www.rosta.us](http://www.rosta.us)