

## Job opening

# Sales Area Manager (Midwest + Northeast)

Thank you for your interest in becoming part of the team at Thomas Regout!

### **Introduction**

Thomas Regout Inc. is producer of height adjustable mounting solutions for touch screens and interactive whiteboards.

We have a strong desire to help improve the way the world works and learns. Our height adjustable mounting solutions are the ideal complement to interactive whiteboards and interactive panels. We ensure that people can use these advanced interactive and collaboration tools to their fullest potential. Our mounts offer users the most comfortable and intuitive solutions to adjust their display to the right height and into the right position. We take pride in offering products of the highest quality that comply with the highest safety standards.

We are market leader with our brands BalanceBox® and e-Box®: [www.heightadjustablemounts.com](http://www.heightadjustablemounts.com)

BalanceBox® is a manually operated system based on our patented spring tension technology. E-Box® consists of a line of motorized height adjustable mounts. We sell to our reseller partners, distributors, and OEM customers.

Thomas Regout Inc. is a daughter company of Thomas Regout Group: [www.thomasregout.com](http://www.thomasregout.com)

To facilitate our business growth we are looking for a Sales Area Manager (SAM) to join our team.

### **Position Summary**

Our Sales Area Manager is responsible for driving strategy, planning and executing sales, and delivering client satisfaction. He or she works closely with our strategic partners and the channel community, while making our brands the market standard bearers. The SAM will drive market share and profitable revenue growth through ongoing sales pipeline development and closing activities.

### **Area**

Midwest and Northeast. The ideal candidate lives in the area.

### **Job Description:**

- Actively pursue new business; confer with potential customers regarding product needs; and advise customers on types of products to purchase
- Drive sales initiatives, lead, manage and follow sales cycle from beginning to end
- Provide technical and administrative product information and demonstrations to resellers and clients
- Build and strengthen relationships with key players / decision makers
- Ensure client satisfaction and establish reference clients
- Represent Thomas Regout and its brands at trade shows, trade association and client meetings to promote products
- Maintain accurate and up-to-date customer information in CRM tool
- Accurately forecast pipeline development (weekly, monthly and quarterly) and report on opportunities
- Effectively present information and communicate between internal departments to manage projects (i.e. Product Management, Management, Engineering, Sales Support, etc.)
- Work in team sales environment

- Assist in resolving customer complaints regarding sales and service
- Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business

**Job Requirements:**

- Excellent verbal, written, and communication skills
- Excellent interpersonal skills
- Entrepreneurial thinking is a must; motivated self-starter who desires success
- Good computer skills with proficiency in using the internet and Microsoft Office (Word, Excel and Outlook)
- Proven ability to understand and practice value added selling
- Proven sales success
- Ability to operate/work in a high growth & entrepreneurial environment
- Demonstrated ability to be customer focused and responsive to questions and needs
- Proven ability to work independently and to work in a team environment
- Proven ability to present facts and recommendations effectively in oral and written form
- Proven ability to make sound decisions within established guidelines
- Must have the ability to make recommendations to effectively resolve problems or issues by using judgment that is consistent with standards, practices, policies, procedures, regulation or government law
- Ability to demonstrate flexible and efficient time management and to appropriately prioritize workload based upon organization or department needs
- Ability to multi-task and manage several projects at one time
- Excellent project management and planning skills, while providing high attention to details
- Must possess high degree of professionalism and ability to handle confidential information

**Minimum Qualifications and Education:**

- Bachelor's degree in business management and a minimum of one (1) year distributor and dealer sales experience, preferably in AV hardware/software; or combination of relevant education and experience

**Special Job Requirements:**

- Full-time position
- Must be flexible to work for long, varied work hours at times

**Working Conditions/Physical Demands:**

- Valid driver's license
- Ability to lift up to 50 pounds
- General office and field sales environment
- Requires travel to customer facilities / long-distance or air travel as needed – travel not to exceed 50% of position

*Note: Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.*

*Thomas Regout Inc. is proud to be an Equal Opportunity Employer. You will be considered for this position based upon your experience and education, without regard to race, color, religion, age, sex, national origin, sexual orientation, ancestry; marital, disabled or veteran status. We are committed to creating and maintaining a workforce environment that is free from any form of discrimination or harassment.*

If you'd like to work in a fun, creative, business-casual environment that offers a comprehensive benefit package, we encourage you to apply!

Please send your resume to [jobs@thomasregout.com](mailto:jobs@thomasregout.com)

**Contact: Thomas Regout Inc. | 1445 Londonderry Dr. | Woodstock, GA 30188 | USA**  
[www.heightadjustablemounts.com](http://www.heightadjustablemounts.com)