

POSTING TITLE: Regional Sales Manager, Midwest
HOURS REQUIRED: 8:00AM – 5:00PM | Monday - Friday
CLASSIFICATION: Salary, with benefits

POSTING DATE: February 16, 2018
LOCATION: Midwest Region
United States

CURRENT NEED <<

KYZEN is seeking a **Regional Manager** to join our sales team in the Midwest. This position is ideally suited for a self-motivated, hard-working individual with technical sales experience and is mechanically inclined. KYZEN will provide in the field, hands-on training for you to succeed. This position's core functions are to establish and recommend realistic sales goals for the territory, manage the assigned geographical sales area to maximize sales revenue and meet corporate objectives.

JOB RESPONSIBILITIES <<

- Maintains and increases sales of products
- Establishes, maintains and expands customer base
- Manages and develops distributors/sales reps:
 - Reviews progress of sales performance
 - Provides quarterly results assessments of distributors and sales reps performance
 - Works with distributors/sales reps to identify and contact decision makers
 - Sets sales targets for distributors/sales reps
 - Provides education for new and established accounts on emerging products and general business strategies
- Collects customer feedback and market research
- Keeps up to date with products and competitors
- Forecasts annual, quarterly and monthly revenue streams
- Develops specific plans to ensure revenue growth for all KYZEN products
- Coordinates with proper company departments to ensure efficient and stable customer service and sales results
- Collaborates with Americas' Manager to develop sales strategies to improve market share in all product lines
- Collaborates with Marketing Segment Managers to establish and control budgets for sales promotion and trade show expenses
- Reviews expenses and recommends economies
- Holds regular meetings with sales staff

KNOWLEDGE AND SKILL REQUIREMENTS <<

- General mechanical knowledge and ability to properly use common tools
- Ability to manage multiple projects and prioritize job demands in a fast-paced work environment
- Clear written and verbal communication skills
- Motivated and creative problem solver with the ability to work independently and within a team environment
- Working knowledge of Microsoft® Office Suite required- MS Word, MS Excel, Outlook

EDUCATION AND EXPERIENCE REQUIREMENTS <<

- A minimum of seven years of related experience or training in the manufacturing sector or the equivalent combination of formal education and experience
- Must be able to travel within the region up to 75% of the time with occasional travel outside the region
- Valid driver's license
- This position may require use of information that is subject to the International Traffic in Arms Regulations (ITAR). Therefore, any accepted applicant must be a United States Citizen; or lawfully admitted for permanent residence and eligible for work in the United States according to 22CFR§120.15

To apply for this position, please submit your COVER LETTER and RESUME to:
fernando_rueda@KYZEN.com

ABOUT KYZEN <<

KYZEN specializes in precision cleaning chemistries for electronics, advanced packaging, metal finishing and aerospace applications. Our industry expertise and dedicated customer support provide integrated cleaning process solutions that meet any cleaning challenge. Founded in 1990, KYZEN is the leading provider of environmentally responsible cleaning chemistries to industries worldwide. For more information, please visit www.kyzen.com/careers.

- >> KYZEN Corporation is an Equal Opportunity Employer. All applicants must pass a criminal background check and pre-employment drug screen.
- >> KYZEN accepts direct applicants ONLY. NO RECRUITMENT AGENCIES.