

start with trust.



## Sr. Regional Sales Manager

AP Americas Inc. is one of the leading global manufacturers of anechoic chambers and shielded rooms for various applications in EMC, antenna testing, 5G, wireless and high-frequency technology. Our successful solutions are based on the vast technical knowledge and expertise of our team, from sales to execution.

Our fast-paced team strives to exceed customer expectations with our products, services and customer service. We are seeking a dynamic and driven Sr. Regional Sales Manager to join our growing company.

### Position Overview:

The Sr. Regional Sales Manager reports to the Director of Sales & Marketing and is a territory sales manager with no direct reports. Primary responsibilities are to develop and execute technical chamber solutions to meet business plan objectives. Responsible for leading and running the entire sales cycle from strategic lead generation, qualification, proposal package to closing. Manage client accounts and come up with sales ideas to fulfill company business objectives. The ideal candidate will utilize their industry technical expertise to support and navigate clients through the optimal chamber solution.

### Responsibilities:

- Provide technical chamber solutions to the Test & Measurement in the Microwave, Wireless and EMC disciplines.
- Manages relationships and growth opportunities with existing strategic customers.
- Develop and maintain key account plans that identify opportunities for company to deliver Sales, strategic partner alliances and forecasts in line with sales quotas and targets.
- Negotiate sales contracts/purchase orders.
- Work with internal delivery teams to proactively address concerns and opportunities.
- Work with marketing to plan and execute lead generation campaigns.
- Provide feedback to company management on market trends, competitive threats, and opportunities.
- Conduct all sales activities with the highest degree of professionalism and integrity.
- Able to multi-task, prioritize, and manage time effectively, sense of urgency is important.
- Work with internal project execution teams to proactively address concerns and opportunities.
- Maintain CRM tool and analyze data trends.
- Excellent verbal and written communication skills.
- Cultivating positive interactions and relationships with internal teams and executives to evaluate sales strategy and results.
- Maintain an extensive knowledge of current market conditions and current penetration of services and solutions.
- Arrange business meetings and one-on-one conversations with prospective clients.
- Researching industry trends, organizations and individuals to find new opportunities.
- Review and evaluate bid packages, scope of work and bid drawings for the purpose of formulating proposal bid sales packages.
- Perform other duties as assigned.

### Requirements and Desired Experience:

- Bachelor's degree in Business, Engineering or related field, Industry experience will also be considered.
- Ten or more years of Radio Frequency, Technical Sales experience, or similar is desired.
- Strong experience in sales, account management, technical sales, Radio Frequency Shielding or related field.
- Agility to respond to new situations by modifying your performance and adopting new skills and abilities.
- EMC/EMI/Wireless or RF Shielding Industry knowledge is highly desirable.
- Hunter business development experience with strong closure capabilities.
- Team player, positive contributor, and willingness to go above and beyond to accomplish objectives.
- Experience in business development, relationship building and advanced closure, and in driving sales in a solutions-selling environment at end-user and C-level capacity.
- Strong 360-degree strategic thinking is critical to success in the role.
- Business strategy and market development expertise.
- Able to be a trusted sales consultant with addressing client business needs and pain points.
- Strong communication skills, including presenting on general and industry-specific topics.
- Excellent organizational and interpersonal skills.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Experience reading/interpreting blueprint, shop drawings for the purpose of bid package submittals.
- Proficient in Word, Excel, Outlook, PowerPoint, Social Media platforms, virtual meeting software.
- Willingness to travel in the US 30%-50% and Europe as necessary.
- May require frequent standing, bending, and lifting up to 40 lbs.