

Regional Sales Manager - Industrial Distribution

Lake Erie Abrasive & Tool

About the Company

Lake Erie Abrasive & Tool is a fast-paced, aggressive, growing distribution business specializing in abrasives and related engineered products with an outstanding reputation as a technical innovator in the application of these products. We help our customers control their costs through specialized engineering support, product application, inventory and supply chain management. Lake Erie Abrasive & Tool supports the world's leading manufacturing companies with delivery of an unsurpassed level of quality, performance and service.

About the Opportunity

Lake Erie Abrasive & Tool offers a unique environment that fosters individual growth and rewards performance. The work environment is fast-paced, and high-energy. You'll be surrounded by people who are passionate about what they do.

Join a leading organization in the Distribution Industry as the Regional Sales Manager with key account responsibility while providing leadership to a regional sales team. Assure delivery of service and value while driving continuous improvement and achieving a high level of customer satisfaction. Be responsible for identifying growth opportunities, developing and implementing sales strategies and assuring complete follow-up and customer support. Take the lead in driving profitability.

Qualifications:

- **Must be knowledgeable in the industrial abrasive and related products industry, including the wide range of available products and their appropriate applications.**
- Must be a highly organized, high energy, self-starter with positive attitude and enthusiastic customer focus who can lead and coach a sales and service team. Inspires others with drive and motivation to sell aggressively.
- Must be capable of developing successful relationships with multiple buying influences ranging from management, purchasing, engineering and manufacturing.
- Successfully achieves positive, concrete results. Strong technical aptitude with ability to sell and oversee multiple long-term projects and ensure achievement of annual savings goals.
- Develops sales strategies, techniques and tactics based on customer feedback and market environment.
- Track record of achieving and exceeding challenging sales goals targeting and attaining top prospects and managing accounts within a designated region.

- Makes compelling presentations to a variety of audiences using visual aids, slide shows, and other media.
- Must be capable of demonstrating mathematical models and reasoning ability to define and measure problems, analyze data, implement solutions, and control for repeatability.
- BS in Business, Industrial or Mechanical Engineering or equivalent experience.

Salary

Guaranteed base of \$80,000 plus commission of up to 20% of gross profits.

Benefits

We recognize people as our most valuable asset. Our competitive salary and high commission incentives plus benefits package includes 401K, dental insurance, medical insurance, prescription drug coverage, a vision-care plan, paid company holidays, tuition reimbursement, and paid vacations.

About the Community

Discover and enjoy Greenville! It has a strong economy, job growth, small-town charm, excellent weather, and mild winters. Within driving distance you'll find plenty of shopping, city parks, sports and cultural activities.

All resumes are held in confidence. Must be eligible to work in this country. No phone calls please.