

Mettler Toledo Hi-Speed currently has an opening for a **Regional Sales Manager, Northwest** in the Sales Department.

This position reports to the Head of Sales.

Summary:

As a subject matter expert for check-weighing, x-ray and metal detection equipment, the Regional Sales Manager is responsible for delivering profitable sales growth with existing and new accounts through an independent (non-employee) sales representative channel. The Regional Sales Manager is also accountable for developing and executing sales plans and achieving sales goals within a designated sales territory.

Essential Duties and Responsibilities include the following:

- Provide leadership and direction for assigned region/territory to ensure achievement of sales goals while working within an established budget.
- Set the course for success by clearly defining expectations and holding the sales representatives accountable for achieving results.
- Monitor and analyze key financial performance of sales representatives on a monthly basis and develop plans to course correct as needed.
- Educate, train and support assigned sales representatives; deliver sales presentations/workshops as needed.
- Take an active role in coaching sales representatives and evaluating their performance in the sales and support of end customers.
- Develop key account strategies using Miller-Heiman LAMP[®] process to increase market share with assigned corporate/OEM accounts.
- Develop and maintain comprehensive technical knowledge of x-ray and metal detector products and applications.
- Develop and maintain comprehensive knowledge of competitive products and their activity in the market and provide reports on a regular basis.
- Travel to customer facilities and assist sales representatives in selling x-ray and metal detector equipment using consultative selling skills.
- Conduct/attend product demonstrations, customer visits/FAT, and industry trade shows.
- Assist marketing in developing x-ray and metal detection sales collateral.
- Comply with all safety policies and procedures.
- Keep work area clean and organized in accordance with Company 5S practices.
- Other duties as required by department manager.

Primary People Contact:

- Internal and external customers
- Sales department staff
- U.S. sales representatives
- Management Team Members

Knowledge, Skills, Attitude:

- Become a subject matter expert for all x-ray and metal detection products; develop a thorough understanding of all x-ray and metal detection concepts and principles.
- Consultative selling skills.
- Ability to meet deadlines, multitask and work well under pressure.
- Excellent problem solving skills.
- Proficient in computer applications such as Excel, Word, PowerPoint, etc.
- Demonstrated ability to work well in a team environment.
- Excellent communication and presentation skills.
- Good organizational skills.
- Must be willing to travel a minimum of 50% of the time.

Prerequisites (Education & Experience):

- Bachelor's degree.
- Minimum 10 years of sales/business/technical experience with a minimum of 5 years of sales experience managing an independent sales/distribution channel.
- Technical background; experience with capital equipment for the food industry (x-ray and metal detection) a plus.
- This position can reside either in the Corporate office in Tampa, FL or in the Northwest Region of the United States.