

Rental Northeast Sales Executive | Sauer Compressors Mexico

Job Description

An innovative, expanding, international company located at metropolitan area of **Monterrey City** is looking for a talented, experienced, sales professional for position of **Rental Northeast Sales Executive**. This key position will cover the Northeast Mexican Territory and is responsible for strengthening our rentals business relationships with current accounts, as well as expanding market share and brand recognition within our region, for Rentals of High-Pressure Compressors. This position will report directly to the Regional Sales Manager and the General Manager in Mexico.

Responsibilities

- Develops a Rentals strategy to achieve organizational sales goals and revenues about Rental business.
- Implements national Rentals programs by developing field sales action plans.
- Expands Rentals revenue for the Mexican Territory. Tracks, collate and interpret Rentals figures.
- Establishes Rentals objectives by forecasting (annual, quarterly and monthly sales revenue) and developing annual Rental's quotes for regions and territories; and projecting expected Rental's volume and profit for existing and new products.
- Collaboration with Marketing Department to Develops promotional ideas and material. Investigates lost Rentals and customer accounts.
- Cultivates effective business relationships with executive decision makers in key accounts.
- Expands national Rentals staff by recruiting, selecting, orienting, and training Distributors and Commercial Representatives.
- Builds value added relationships with current customers and distributors, major end users, OEMs and key industry personnel.
- Works closely with Technical Proposal Manager, Regional Sales Manager and General Manager to develop Rentals strategies and execute Rentals plan to hit goals and KPIs for the region.
- Communicates regularly with Engineering & After Sales departments to ensure the highest level of customer service is achieved.
- Maintains compressor industry knowledge by participating in educational opportunities, reading professional publications and maintaining networks, as well as tracking competitors.
- Provide on-site technical consultation regarding products & systems by recommending product lines and identifying new product opportunities by surveying customer needs.
- Attends trade shows, professional seminars and internal company trainings and events
- Completes reports and documents timely, accurately and efficiently.

Required Skills/Experience

- Technical degree in a related study (Mechanical, Industrial or Commercial) or commensurate experience in the compressor industry or similar (at least two years of experience as Salesman).
- Be detail-oriented with proficient computer skills, especially in the use of Microsoft products.
- Must utilize Salesforce regularly to manage accounts.
- Able to work independently, make good decisions, and work as part of a team.
- Proactive: able to anticipate issues and provide solutions.
- Maintains a high level of responsibility and accountability.
- A quick learner and adapt well to changes. Ability to handle sensitive, confidential information.
- Good communication and organizational skills. Excellent written and verbal communication skills in English.
- A drive to learn new products and methods as well as draw on past experiences to help improve the company's products and methods.
- Excellent time management skills and the ability to prioritize work. Attention to detail and problem-solving skills.
- Required to travel at least 70% of the time. Inside and outside Mexico.
- Adaptable to multicultural and multinational integration.
- Valid passport and USA Visa.

Sauer Compressors México S.A. de C.V.

Av. Alianza Sur 303 Int. 208
Parque de Investigación e Innovación Tecnológica
Apodaca, Nuevo León, México
C.P. 66628

Síguenos:





Benefits & Compensation

- Salary commensurate with experience
- Fixed salary
- Commercial commissions (monthly)
- Annual performance bonus
- Major Medical Expense Insurance
- Life Insurance
- All Mexican law benefits
- Growth opportunities

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