

Regional Sales Manager – Northwest | Sauer Compressors Mexico

Job Description

An innovative, expanding, international company located in the metropolitan area of **Monterrey City** is looking for a talented, experienced, sales professional for the position of **Regional Sales Manager – Northwest**. This key position will cover the Northwest Territory in Mexico. This position will be responsible for strengthening our business relationships with current accounts, as well as expanding market share and brand recognition within this region. This position will report directly to the General Manager and National Sales Manager in Mexico. The location will be as Home Office in Tijuana, Baja California or Hermosillo, Sonora.

Responsibilities

- Develop a sales strategy to achieve organizational sales goals and revenues.
- Implements regional sales programs by developing field sales action plans.
- Expands sales revenue for the Northwest Mexican Territory. Tracks, collate and interpret sales figures.
- Establishes sales objectives by forecasting (annual, quarterly and monthly sales revenue) and developing annual sales quotes for the Northwest region and territories associated; and projecting expected sales volume and profit for existing and new products.
- Conducts market research and competitor and customer analysis.
- Analyzes data to identify sales opportunities. Develop online sales platforms. Coordinate and monitor online sales activity in the Northwest region.
- Develops promotional ideas and material. Investigates lost sales and customer accounts.
- Cultivates effective business relationships with executive decision makers in key accounts.
- Expands regional sales staff by recruiting, selecting, orienting, and training Distributors and Commercial Representatives.
- Engages in relationship building activities within target industries. Builds value added relationships with current customers and distributors, major end users, OEMs and key industry personnel in the Northwest region.
- Educates and strategizes with industry personnel by hosting lunch and learns, meetings and joint visits
- Works closely with Technical Proposal Manager, National Sales Manager & General Manager to develop sales strategies and execute sales plan to hit goals and KPIs for the region.
- Communicates regularly with Engineering, After Sales and Production 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.
- Use CRM and ERP Systems actively for the daily workflow



Required Skills/Experience

- College degree in a related study (Mechanical, Industrial or Chemical Engineering) or commensurate experience in the compressor industry (at least three years of experience as Sales Manager).
- 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.
- Good communication and organizational skills.
- Excellent written and verbal communication skills in English.
- Ability to handle sensitive, confidential information.
- Excellent time management skills and the ability to prioritize work.
- Attention to detail and problem-solving skills.
- Required to travel at least 50% of the time. Inside and outside Mexico.
- Adaptable to multicultural and multinational integration.
- Valid passport and US Visa.

Benefits & Compensation

- Salary commensurate with experience.
- Fixed salary, plus commercial commissions (monthly) and annual performance bonus.
- Growth opportunities.

