



Regional Sales Manager – West Coast United States

Position Title:	Regional Sales Manager – West Coast	Exempt/Non-exempt:	Exempt
Department:	Sales & Marketing	Full/Part Time:	Full
Reports to:	VP Sales & Marketing	Permanent/Temporary	Permanent

Position Summary

The ideal candidate will have the vision, energy and previous experience to achieve sales territory goals in a fast changing and leading-edge PV Power Electronics equipment market. He or she will be a strong sales leader with at least 8 years of relevant experience in PV implementation sales, or related technology field.

This individual will have a diversified business background that includes large account sales and market segment sales but will be recognized as having superior capabilities relative to the growth of a complex business. He or She should have strong regional territory sales depth with experience and knowledge to influence and motivate people as an individual contributor. He or She should have a track record of selling solutions that can be demonstrated beneficial to the customer that is focused on technology innovation. A strong understanding of the financial benefits to the customer will be one success factor in considering this individual.

This individual will have demonstrated his or her ability to conceive, implement, and successfully execute new business strategies aimed at building revenues and driving profitability. Furthermore, he or she will have a strong track record in taking products from introduction to successful launch, and will have successfully implemented new products, services or businesses in a highly competitive environment.

The ideal candidate will have proven negotiation skills, especially regarding complex transactions, and will have the ability to interface well with all levels of potential global customer organizations. He or she will be a “quick study,” able to absorb information and make decisions, particularly in high-risk, complex situations. The individual will be a smart, strategic thinker, but will also possess strong tactical execution skills. Our ideal candidate will have outstanding verbal and written communications skills, along with excellent presentation skills. A team player, he or she will have unquestionable integrity, credibility and character in all aspects of his or her business and professional career.

Perhaps most importantly, this individual must possess not only the qualifications to execute this position, but he or she must also have a burning desire to play a major role in the growth of a dynamic global company.



Essential Job Functions (Roles and Responsibilities)

- Maintain and strengthen relationships with existing customers wherever appropriate while extending the existing customer base, and work with the regional team to increase revenues within the region by targeting new markets and expanded products and services;
- Implement strategies at the account level to achieve real growth in current and new markets locally with a demonstrated ability to achieve Bookings and Revenue Targets of the corporation
- Provide direction and leadership in the development and active implementation of both short- and long-term strategic objectives for the corporation
- Devise and implement aggressive action plans for improving financial results for their customer implementing solution
- Represent the company to its major customers, partners, suppliers, and other stakeholders

Essential Job Requirements

Education:

BS degree in a technical field, electrical engineering preferred, MBA optional

Experience:

Demonstrated experienced of performing in a quota bearing sales role with success in achievement for multiple years growing the business and sales territory

Required Skills:

Decisive / Action Orientation: This position requires a person who will be thoughtful and fact-based in approach while, at the same time, being decisive and inclined to action. Candidates must have strong entrepreneurial instincts, “operational intensity,” and a high sense of urgency.

Preferred Skills:

Results Focused: Candidates for the position must “know what it takes to be successful” and have a keen, relentless focus on driving the organization to achieve its profitability and growth objectives.

Benefits

Ampt LLC provides a wide selection of offerings including medical, dental, and vision insurance along with flexible spending and health savings account options. We also provide 401k savings plan, employee assistance program, life insurance, and long-term disability.



Ampt LLC is an Equal Opportunity Employer that does not discriminate on the basis of actual or perceived race, creed, color, religion, alienage or national origin, ancestry, citizenship status, age, disability or handicap, sex, marital status, veteran status, sexual orientation, genetic information, arrest record, or any other characteristic protected by applicable federal, state or local laws. Our management team is dedicated to this policy with respect to recruitment, hiring, placement, promotion, transfer, training, compensation, benefits, employee activities and general treatment during employment.

The Company will endeavor to make a reasonable accommodation to the known physical or mental limitations of qualified employees with disabilities unless the accommodation would impose an undue hardship on the operation of our business. The Company will endeavor to accommodate the sincere religious beliefs of its employees to the extent such accommodation does not pose an undue hardship on the Company's operations.