



## Regional Sales Manager, USA

AES Global are a multi award winning company who are widely recognized as one of the leading forces globally in wireless access control.

### Job Description:

We are looking for a dynamic, passionate, and customer focused Regional Sales Manager to join our AES Global LLC team. This role manages relationships with strategic partners, that promote or sell AES Global products and services. The successful candidate will work with these partners to develop an understanding of the organization's offerings and their target market.

The successful candidate will:

- Enhance company margin from sales activities.
- Provide excellent customer satisfaction and service levels.
- Develop, implement, and manage sales & marketing initiatives for distributor accounts within the assigned region, in a highly professional capacity, respecting company confidentiality at all times.
- Identify, appoint, and assist in the development of new distributor accounts where appropriate within the region.
- Secure sales orders in line with company targets while striving to maintain or improve company sales margins.
- Train and advise distribution staff on company products, and basic aspects of technical sales.

### Preferred Qualifications:

- Valid Driver's License.
- 3+ years of experience managing distribution and dealer accounts.
- Excellent interpersonal skills.
- Excellent written and verbal communication skills.
- Excellent problem solving skills to develop sales strategies.

To apply, submit your resume or company application form (found at, [www.aesglobalus.com/aesglobal-recruitment](http://www.aesglobalus.com/aesglobal-recruitment)), to [hr@aesglobalonline.com](mailto:hr@aesglobalonline.com).

Closing Date: Wednesday 2nd June 2021.

AES GLOBAL LLC: 1333 Gateway Drive, Suite 1016, Melbourne, FL 32901

1-631-565-7288

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