



North-East Regional Sales Manager

Application forms to be sent to: ray@aesglobalonline.com

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

If you want to join a fast-growing innovative manufacturing company who prides themselves in delivering a positive company culture, then we want to hear from you.

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 distributor and dealer organizations that promote or sell AES Global products and services. The successful candidate will work with distributors and dealers to develop an understanding of the organization's offerings and their target market.

The successful candidate will:

- You will be responsible for: Pennsylvania, West Virginia, Virginia, Maryland, Delaware, New York, New Jersey, Connecticut, Massachusetts, New Hampshire, Vermont, Maine, Rhode Island (States may be subject to change)
- 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
- Work directly with distributor and dealers to drive parts sales and improve deal service levels
- Train and advise distributor staff on company products, and basic aspects of technical sales
- Have a valid driver's license
- Excellent interpersonal skills
- Excellent written and verbal communication skills
- Excellent problem-solving skills to develop sales strategies
- 3+ years of experience within a similar role

Industry experience is desirable however not essential.

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

+1 (321) 900 459

www.aesglobalonline.com | www.aesglobalus.com | email: hr@aesglobalonline.com