



Applied Motion Products, Inc.

404 Westridge Dr

Watsonville CA 95076

Tel: 800-525-1609

Web: www.applied-motion.com

Job Opening:

Midwest Regional Sales Manager

Summary of Position:

Regional Sales Managers (RSM) are responsible for growing sales of AMP products through our distributor channel and through direct sales efforts. The RSM is responsible for managing the territory to maximize AMP sales and establishing an AMP presence and sales plan that meets the corporate sales and marketing plan for the region. The Midwest RSM will preferably be based in the greater Chicago area, though other metropolitan areas in the Midwest are acceptable. Reports to the President of the company.

Primary Responsibilities:

- Grow profitable sales in the region.
- Make key channel decisions with respect to distributors and motivate them to increase AMP sales.
- Identify, qualify, and close direct OEM business.
- Work with internal AMP departments to help assure high levels of customer satisfaction on customer issues and needs.
- Follow-up customer issues and needs to assure that they have been properly addressed.
- Contribute to new product planning and improvements to existing products to assure future product sales.
- Budget for expenses.
- 50% travel is required.

Experience Required:

- Eight years of field sales experience in industrial automation and/or motion control product sales.
- Experience with stepper and servo systems highly desirable.

Technical Skills:

- Proven ability to understand, explain, and demonstrate technical products, including hardware and software, to distributors and customers.
- Must be able to learn all AMP products and software and sell them to distributors and customers from a features/benefits perspective.
- Must be computer literate, including Microsoft Office and common CRM software applications.
- Ability to size step and servo motor systems desirable.

Education Required:

- BS or BA required.
- MSEE, MSME, or MBA preferred.

Please send resume and references to slovejoy@applied-motion.com.