



### **Southeast Regional Sales Manager**

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 pride 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:**

- Be responsible for Alabama, Florida, Georgia, Kentucky, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia. (States will be subject to change)
- Enhance company margin from sales activities.
- Demonstrate proficiency in using the company's CRM system to manage customer interactions, track sales activities, and maintain accurate records.
- 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 distributors 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.

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Industry  
experience is desirable, however not



essential.

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