**Regional Sales Manager**

**Position: Full Time**

**Benefits: Medical, dental, vision, 401k w/company match (begins on date of hire), vacation, sick time, short term/long term disability, life insurance (no cost to employee), tuition reimbursement, employee discounts, gym discounts, annual service awards, 12 paid holidays, and much more**

**How to apply:** [**www.mt.com**](http://www.mt.com) **– about us – jobs & Careers**

**Summary**:

As a subject matter expert for x-ray and metal detection equipment, the Regional Sales Manager is responsible for delivering profitable sales growth with existing and new accounts through an independent (non-employee) sales representative channel. The Regional Sales Manager is also accountable for developing and executing sales plans and achieving sales goals within a designated sales territory.

**Essential Duties and Responsibilities include the following**:

* Provide leadership and direction for assigned region/territory to ensure achievement of sales goals while working within an established budget.
* Set the course for success by clearly defining expectations and holding the sales representatives accountable for achieving results.
* Monitor and analyze key financial performance of sales representatives on a monthly basis and develop plans to course correct as needed.
* Educate, train and support assigned sales representatives; deliver sales presentations/workshops as needed.
* Take an active role in coaching sales representatives and evaluating their performance in the sales and support of end customers.
* Develop key account strategies using Miller-Heiman LAMP© process to increase market share with assigned corporate/OEM accounts.
* Develop and maintain comprehensive technical knowledge of x-ray and metal detector products and applications.
* Develop and maintain comprehensive knowledge of competitive products and their activity in the market and provide reports on a regular basis.
* Travel to customer facilities and assist sales representatives in selling x-ray and metal detector equipment using consultative selling skills.
* Conduct/attend product demonstrations, customer visits/FAT, and industry trade shows.
* Assist marketing in developing x-ray and metal detection sales collateral.
* Comply with all safety policies and procedures.
* Keep work area clean and organized in accordance with Company 5S practices.
* Other duties as required by department manager.

**Primary People Contact:**

* Internal and external customers
* Sales department staff
* U.S. sales representatives
* Management Team Members

**Knowledge, Skills, Attitude:**

* Become a subject matter expert for all x-ray and metal detection products; develop a thorough understanding of all x-ray and metal detection concepts and principles.
* Consultative selling skills.
* Ability to meet deadlines, multitask and work well under pressure.
* Excellent problem solving skills.
* Proficient in computer applications such as Excel, Word, PowerPoint, etc.
* Demonstrated ability to work well in a team environment.
* Excellent communication and presentation skills.
* Good organizational skills.
* Must be willing to travel a minimum of 50% of the time.

**Prerequisites (Education & Experience):**

* Bachelor's degree.
* Minimum 10 years of sales/business/technical experience with a minimum of 5 years of sales experience managing an independent sales/distribution channel.
* Technical background; experience with capital equipment for the food industry (x-ray and metal detection) a plus.

Mettler-Toledo is a global supplier of precision instruments with sales and service locations in 37 countries. The Mettler-Toledo Product Inspection Group, consisting of CI-Vision, Hi-Speed and Safeline, is the world’s leading supplier of in-line checkweighers, metal detectors, machine vision systems and x-ray inspection systems. We believe employees are the lifeblood of our company. As we thrive on quality and initiative, we work together in a fast-paced environment striving towards common goals and open to innovation and success. We’d love for you to become part of our growing team!

We provide an entrepreneurial environment within the context of a dynamic global organization. We offer competitive salary and excellent benefits, including: health, dental, vision, prescription, life, Short Term Disability and Long Term Disability; 401(k) with company match, tuition reimbursement; employee referral bonus and training.

METTLER TOLEDO is an Equal Opportunity Employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability status, protected veteran status, or any other characteristic protected by law.

Mettler-Toledo, LLC and its subsidiaries endeavors to make mt.com accessible to any and all users.  If you would like to contact us regarding the accessibility of our website or need assistance completing the application process, please contact Laly Vazquez - HR Senior Representative (HR Department) at 813-549-6937 or laly.vazquez@mt.com.

METTLER TOLEDO is an equal opportunity employer that recognizes the value in having a diverse workforce.

U.S. Equal Employment Opportunity/Affirmative Action Information

Mettler-Toledo, LLC and its subsidiaries ("METTLER TOLEDO") are Equal Employment/Affirmative Action Employers and as federal contractors required by the Department of Labor to provide statistical information on our applicants. In order to comply with these requirements, we invite you to voluntarily provide the following information. This information will be kept separate from your employment application and is not a requirement for employment. This information will not be used in a discriminatory manner.