

POSITION: Regional Sales Manager
HEADQUARTERS: North America
LOCATION: West Caldwell, New Jersey
REPORTS TO: Executive Vice President

SEA Vision USA, a leading supplier of vision inspection and Track & Trace systems for the pharmaceutical industry, is searching for an experienced Regional Sales Manager to develop business and retain and service clients within specified geographic territory.

RESPONSIBILITIES:

Develop, generate, and manage sales activity for multinational accounts as well as small to mid-size customers.

Execute the complete sales cycle from initial contact onwards.

Create and maintain strong working customer relations.

Maintain and manage customer data base and reports in CRM.

Sales forecast planning.

Drive growing sales in expanding market.

THE PERSON:

Pivotal Experience & Expertise

Functional Experience: Brings strong commercial experience. Demonstrates an independent, results-driven work ethic. A self-starter and team player who is motivated to succeed. Superior people/customer relationship skills as well as strong interpersonal skills.

Industry Experience & Tenure: 5 years' broad experience and knowledge of visual inspection systems and applications. Brings strong network connections and relationships.

Business Acumen: Understands business implications of decisions. Displays orientation to profitability. Demonstrates knowledge of market and competition. Aligns work with strategic goals.

Competencies:

Adaptability: Adapts to changes in the work environment. Manages competing demands and changes approach or method to best fit the situation.

Collaboration and Teamwork: Balances team and individual responsibilities. Contributes to building a positive team spirit.

Customer Service: Focuses on serving customers as the organization's top priority. Understands needs, creates distinctive value, and builds meaningful relationships. Aligns organization and resources to deliver on customer commitments. Driven to create value for customers.

Expert Communication: Excellent verbal and written communication skills. Responds promptly to customer needs to meet commitments.

Innovation: Displays original thinking and creativity and meets challenges with resourcefulness.

Learning: Curious, open-minded and an avid listener who welcomes broad input, criticism and feedback.

Motivation: Sets and achieves challenging goals. Demonstrates persistence and overcomes obstacles and measures self against standard of excellence.

Planning/Organizing: Prioritizes and plans work activities while efficiently managing time.

Problem Solving: Identifies and resolves problems in a timely manner. Gathers and analyses information skillfully and develops alternative solutions.

Strategic Thinking: Develops and implements strategic priorities to achieve organizational goals. Understands organization's strengths & weaknesses. Analyses market and competition and identifies external threats and opportunities. Adapts strategy to changing conditions.

Software Proficiencies:

Microsoft O365 including Excel, Word, OneDrive, Outlook, PowerPoint, SharePoint, Teams.



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Notable Requirements and Considerations for Position:

- Applicant must have a pre-existing legal US work status. Will not sponsor visas.
- Italian/Spanish Language - Not a requirement but an advantage
- Full benefits package including health, pension, 401K and paid vacation time.
- Salary: Negotiable

Please email resume to hr-usa@seavision-group.com