



## Job Description

Company Confidential

**Posted:** 02/09/2017

**Department:** Sales

**Location:** Peabody, MA USA

**Title:** Regional Sales Manager, Central US & Canada

**Reports to:** Vice President of Sales, The Americas

**Type of Position:** Full-Time

**Hours:** 40 Hours/Week, Exempt

### DESCRIPTION

With over 40 years of security innovation, AES Corporation is the leading manufacturer of alarm communication equipment serving alarm monitoring companies and government agencies worldwide. Our mission is to provide the highest quality products and services to our global customer base. AES offers a fast-paced, exciting, and rewarding work environment where our employees thrive. Corporate headquarters are located in Peabody, Massachusetts less than 20 miles North of Boston.

We're searching for a Midwest, Regional Sales Manager who has the talents to be our next Sales All-Star. This individual will preferably be from the fire alarm and life safety industry selling to alarm dealers. The candidate will be working closely with our existing customers while proactively searching for new opportunities. This role will require 50-70% travel throughout the territory visiting accounts, selling the value of AES products and services, actively participating in regional industry events, conducting technical sales presentations and product demonstrations.

This position will reside preferably in the Chicago area, however any state in the territory will be considered. This territory includes the Dakota's, Nebraska, Kansas, Minnesota, Iowa, Missouri, Wisconsin, Illinois, Michigan, Indiana, Kentucky and Ohio.

### ESSENTIAL JOB FUNCTIONS

The following list of essential job functions is not exhaustive and may be supplemented as necessary:

- Meet and/or exceed revenue and sales quota
- Work directly with assigned Inside Sales Representative to assure timely, successful follow up of all potential sales opportunities
- Conduct technical sales presentations and product demonstrations



- Answer customer and AHJ questions regarding NFPA code compliance timely and accurately
- Perform business planning, performance monitoring of customers and reporting to AES management in a timely manner
- Prospect for new dealer opportunities in the field by proactively setting up meetings, facilitating and presenting the benefits of AES
- Meet face-to-face with existing dealers to demonstrate new products, sell the value of technical services, support and maintenance coverage, and present the value added dealer marketing resources and tools
- Present the AES product line value by explaining return on investment (ROI) and clear financial benefits of the AES-*IntelliNet* solution portfolio
- Provide field/market feedback to the organization through regularly scheduled reporting, including competitive landscape and territory dynamics
- Identify and develop key vertical market opportunities within the region
- Transparently maintain sales pipeline information and provide regular, reliable forecasts by updating and maintaining information in Salesforce.com CRM
- Actively participate in regional industry events as well as direct AES Corporation business development events as required
- Contribute to a team selling environment

#### **REQUIREMENTS**

- Hard-driven sales experience in technical system products, preferably in security or wireless markets
- Proven strong prospecting and cold calling skills
- Outstanding presentation and communication skills
- Excellent listening skills with the proven ability to understand complex customer requirements
- Highly self-motivated with excellent time management skills in order to manage a sales territory

#### **QUALIFICATIONS**

- A Bachelor's Degree or equivalent experience is required
- Minimum of 5 years of experience outside sales experience
- Selling security or wireless products is a plus
- Valid Class D Driver's License
- Ability to travel up to 70% throughout the assigned territory as necessary

AES Corporation offers a competitive base salary and benefits, paid vacation and holidays, 401K and more. Compensation is commensurate with experience. Please submit your resume with cover letter and salary expectations via email to Human Resources at [careers@aes-corp.com](mailto:careers@aes-corp.com). NO PHONE CALLS OR SOLICITATION FROM RECRUITERS/EMPLOYMENT AGENCIES. AES Corporation is an Equal Opportunity Employer (EOE). For more information, please visit our company website at <http://aes-corp.com/about-us/careers/>.