



„A trusting relationship with customers and sales representatives is essential for a good partnership. That’s what we aim for every day.“

Regional Sales Manager

Southeast Region (Atlanta)

Essential Job Functions

- Continually promote icotek solutions and educate customers, target end users and distributor partners of the benefits of icotek products and solutions
- Develop and maintain enthusiastic and dedicated relationships with prospects and established customers, as well as distributors
- Arrange schedule and meetings for the week to properly support the territory. Performing product demonstrations, presentations, lunch and learns and general sales calls
- Work cohesively with Inside Sales Associates, National Sales Manager and Support Staff
- Perform at minimum 12 customer visits / sales calls each week
- Actively participate in trade shows, seminars, webinars and other promotional sales activities
- Participation in Online Academies to learn about product developments and innovations and continually be aware of company, as well as industry news
- Prepare weekly sales reports and enter into the CRM tool
- Participate in weekly sales meetings with national team and articulate highlights
- Perform other related duties as assigned

Requirements

- Strong selling skills, ability to listen and tailor presentation to meet customer needs
- Trustworthy, persistent and dedicated
- Strong organizational and time management skills
- Responsible independent drive
- Resourceful and flexible
- Ability to effectively motivate
- Strong public speaking skills
- Knowledge in electrical theory is a plus

Benefits & Features

- Base salary
- Commission plan
- 401(k) plan
- Insurance Program
- 21 PTO days + 10 public holidays
- Car allowance
- Cell phone and laptop provided

Who we are

Founded in 1995 in Germany, icotek has become an innovative leader in cable management technology & EMC solutions for numerous industries.

icotek manufactures and exports high quality products that are “made in Germany” to over 60 countries all over the world. icotek has been present in US and Canadian markets for over 10 years.

icotek North America, headquartered in Chicago, IL, provides complete customer and product support to the US, Canada and Mexico.

How you can apply

Are you interested in challenging and varied tasks in a future-oriented and innovative industry?

Please send resumes (including preferred region) to

icotek Corp.

3435 N Kimball Ave. | Chicago, IL 60618

or send an e-mail to info@icotek-usa.com

icotek Corp. is an equal opportunity/affirmative action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected Veteran status, age, or any other characteristic protected by law. Any individual requiring accommodation/modification during the application or the recruiting process, please send a request to info@icotek-usa.com.