

Asia-Pacific Regional Sales Manager

Our company is seeking a dynamic Asia-Pacific Regional Sales Manager to oversee our sales operations. As a key member of our sales team, you will be responsible for developing and executing sales strategies to achieve our revenue targets and expand our market presence. From identifying new business opportunities and managing a regional territory, your leadership will play a crucial role in driving our business forward. If you have a proven track record in sales management, excellent communication and leadership skills, and a passion for driving results, we invite you to apply and become an integral part of our team.

About the Company

Connection Technology Center (CTC) is the global leader in the design & manufacture of cutting-edge vibration analysis hardware for machine condition monitoring. As a family-owned & operated business for 30 years, we are proud to play a crucial role in preventing operational disruptions, financial losses, and safety concerns for heavy industry. From small scale manufacturing to Fortune 500 companies in Paper & Pulp, Auto & Steel, Food & Beverage, Pharmaceutical, Mining and many more, our mission is to create products that help ensure seamless operational uptime and contribute to a safer, more efficient manufacturing future.

Main Responsibilities

Sales Leadership:

- Set clear sales objectives and provide guidance to ensure the distributors achieve and exceed targets.
- Conduct regular performance reviews, coaching, and training to enhance distributor capabilities.

Strategic Planning:

- Develop and implement strategic sales plans for the region that align with overall company goals.
- Analyze market trends, competitor activities, and customer needs to identify growth opportunities.
- Collaborate with senior management to contribute to the development of company-wide sales strategies.

Client Relationship Management:

- Build and maintain strong relationships with key clients and distributors in the region.
- Collaborate with the distributors to ensure excellent customer service and account management.

Sales Performance Monitoring:

- Monitor and analyze sales performance metrics within the region using Salesforce CRM.
- Implement data-driven decision-making processes to identify areas for improvement and optimization.
- Generate regular reports on regional sales performance for senior management.

Market Expansion:

- Develop and execute strategies to penetrate new markets and acquire new clients.
- Seek and sign up new distributors as well as provide them with training.
- Identify and pursue new business opportunities to expand the company's regional presence.

Travel:

- Asia-Pacific Regional Sales Managers are expected to travel ~10-12 weeks annually, or as required to strengthen relationships, train distributors, and prospect new accounts in their territory.

Requirements

- Bachelor's degree in Business Administration, Sales, Marketing, or a related field required.
- Proven experience in regional sales management, with a track record of achieving and exceeding sales targets; or experience or education in the vibration analysis field is required.

Knowledge, Skills, and Abilities

- Excellent verbal communication, negotiation, and interpersonal skills.
- Ability to adapt to changing market conditions and adjust sales strategies.
- Strong problem-solving abilities to address challenges and optimize sales processes.
- Basic proficiency in Microsoft Office programs, including Word, Excel, and Outlook.
- Familiarity with CRM systems and sales-related technologies.
- Ability to work individually as well as in a small team environment.
- Effective time management skills to handle multiple responsibilities.
- Strong leadership and team management skills.
- Self-motivated and goal oriented.

Work Location

This in-person position will work out of the Victor, NY facility.

Salary Range:

\$80,000 - \$125,000

Benefits

- Health Insurance
- Dental Insurance
- Vacation Time
- Sick Leave
- 401K plan with Employer Match
- Summer golf membership to Bristol Harbour Private Golf Course

How to Apply

Please apply here: <https://ctconline.com/opportunities/careers-at-ctc/>

Connection Technology Center (CTC) is an equal-opportunity employer. NYS law prohibits discrimination because of age, race, creed, color, national origin, sexual orientation, military status, sex, disability, predisposing genetic characteristics, marital status, domestic violence victim status, carrier status, gender identity, prior conviction records, prior arrests, youthful offender adjudications or sealed records unless based upon bona fide occupational qualification or other exception, or any other protected characteristic as outlined by federal, state, or local laws.