

JOB DESCRIPTION

REGIONAL SALES MANAGER - USA

Modified on 2009-06-18

Direct Supervisor: VICE PRESIDENT OF SALES

Job Summary

Under the supervision of the vice-president of sales, and in collaboration with the sales and marketing teams, the selected candidate will be responsible for sales development and for maintaining the existing client base in the territory assigned to him.

Description of responsibilities

- ✓ Development of one key channel, namely System Integrator Account customers and OEM customers
- ✓ Ensure follow up with new and existing customers to maintain a high level of satisfaction with the Distech Controls' products and services
- ✓ Identify ways to improve customer satisfaction
- ✓ Promote product to consultants and end users

Qualifications

- ✓ Mechanical Engineering degree or equivalent
- ✓ Minimum of 2 years of experience in sales
- ✓ Must be fluent (spoken and written) in English.
- ✓ Must be available for frequent traveling

Compensation

- ✓ Base salary and commission on sales
- ✓ Profit sharing program
- ✓ Group insurance

About Distech Controls

Distech Controls designs, manufactures and markets state-of-the-art building automation solutions, including DDC controls, wireless sensing and system software, based on interoperable communication protocols.

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Established in 1995, Distech Controls is headquartered in Quebec, Canada, with offices in Canada, the USA, Europe, Asia and the Middle-East.

We are active members of standards-setting associations including CABA, the ZigBee Alliance and BACnet International; and are a Sponsor member of the LONMARK Interoperability Association and a Promoter member of the EnOcean Alliance.

Distech Controls offers competitive, innovation-driven solutions for energy efficient management of buildings. We are committed to providing open control solutions that allow choice, advanced functionality and cost efficiency for engineers, integrators, distributors, OEMs and building owners.

Through a global network of partners and clients, our building automation solutions provide a complete, scalable HVAC and lighting solution for over 15,000 commercial, institutional and industrial buildings.

If you are interested in joining the Distech Controls team, please send your CV and cover letter to: recrutement@distech-controls.com. Mention reference Sales Manager – USA in the email subject line.