

## Area Sales Manager

If you are looking for a motivating career and have:

- A strong passion for sales and closing the deal.
- A strong approach to lead generation and managing a pipeline.
- A desire to significantly impact business revenue.
- A passion for delivering outstanding account management and customer service.

Consider starting a career with Distech Controls Europe as an Area Sales Manager.

Reporting to the Sales Director, the Area Sales Manager (ASM) is responsible for generating new business revenue within a geographically defined territory. The ASM generates revenue through proactive lead generation and reactive selling. The ASM must meet or exceed the sales targets/metrics, such as revenue targets, deal volumes, conversion ratios and calls/visits. Sales are made by handling leads and converting prospects into customers and managing a sales pipeline. While primarily focused on a defined territory the ASM is also responsible for securing business and selling the entire product line across Europe, and engaging in renewals as instructed.

### Key Criteria

#### Essential:

- Previous experience within a similar sales role
- Professional and clear communication skills coupled with the ability to network at a high level and build strong business relationships.
- Proven evidence of objection handling, prospecting and negotiation skills.
- Proven success in achieving new business sales and ability to meet set targets under pressure
- Proven ability to execute daily sales closures
- Evidence of ability to successfully network and generate new business enquiries
- The role will require travel across the European region.

Desirable:

- Previous experience of presenting to groups of clients
- Proven success in selling solutions through direct sales within a business-to-business sales environment.

To apply for this role, please e-mail a covering letter and a copy of your current CV to: [recrutemen@distech-controls.com](mailto:recrutemen@distech-controls.com) clearly detailing how you meet the key requirements for this role.