



## Regional Sales Manager

Remote

**Job Summary:** Manage the sale of Basler Electric products in the sales region assigned. Manage and direct all application support activities in the sales region assigned. Manage the selection and development of manufacturer's rep organizations as assigned.

**Reports to:** Vice President of Sales

**Essential Duties:**

- Directly manage key accounts in the assigned region.
- Take the lead on commercial items with customers, including coordinating purchase agreements, forecasts, and past dues.
- Prepare sales plans to support and implement marketing strategies.
- Prepare and submit sales budget and oversee all sales costs.
- Obtain and report marketing information for potential new products.
- Actively maintain information in company CRM on opportunities and customer contacts.
- Attend and assist in trade organization functions as required.
- Monitor the results of independent rep organizations to provide effective sales coverage.
- Provide necessary direction and training to sales personnel on appropriate Basler products, selling techniques, account strategies, and negotiating.
- Recruit, select, and terminate sales personnel, as required.

**Requirements:**

- Bachelor's degree in Electrical Engineering or equivalent experience.
- Working knowledge of power systems as they pertain to electrical users and resellers.
- Minimum of 5 years' experience in direct sales and account management.
- Territorial travel between 40%–50%

**Contact:** Basler Electric welcomes employment applications received directly from interested candidates. We prefer that you submit your resume in Microsoft® Word or Adobe® PDF format.

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Human Resources  
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**Benefits:**

Basler offers a comprehensive benefits package which offers: Medical, Prescription, Dental, Vision, Life, and AD&D insurance; a 401k plan; paid leaves for Vacation, Holiday, Sick, Jury Duty, Bereavement; tuition reimbursement. All benefits are subject to eligibility requirements.

**Compensation:**

We anticipate filling the Regional Sales Manager - Magnetics position with an expected compensation range of \$103,000 - \$127,000. We are open to reviewing additional candidates with more or less experience and the pay range may differ if filled at a different level. Our pay ranges are determined by job, responsibility, and location. Starting pay and job title are based on location and job-related factors such as candidate experience, training, knowledge, and skills.