

# Junior Regional Sales Manager

**Are you passionate about a career in sales?**

**Are you fascinated to work with both, people and technology?**

**Do you want to work with the most famous Hi-tech companies in the world?**

If so, come and join us! We are looking for highly motivated, intelligent, and creative self-starters who are excited to help customers succeed.

INGUN USA, Inc. is a subsidiary of INGUN Pruefmittelbau GmbH, a German based manufacturer and market leader for innovative Test Solutions in the Electronics Manufacturing Industry. As a global operating company with 11 subsidiaries and more than 40 distributors across the globe we proudly look back to over 45 years highest reputation in the market.

## **Territory responsibility**

### **1. Mid West**

ND, SD, NE, KS, MO, IA, MN, WI, IL, IN, OH, MI

### **2. West Coast**

BC, AB, SK (Canada) WA, OR, CA, AZ, NM, CO, UT, NV, ID, WY, MT

## **Responsibilities**

- Drive overall sales growth within assigned territory
- Manage and develop new high-profile key accounts
- Solve customer challenges by providing technical consultation and solutions using INGUN's products
- Gain market knowledge and expertise to identify future market needs and trends

## **Expectations**

- Performance driven, goal-oriented and extremely hard working
- Excellent presentation, communication and relationship building skills
- Ability to handle multiple priorities simultaneously and manage time effectively
- Persistence and attention to detail when following up on customer requests and potential customers
- Desire to constantly learn new things and better yourself
- Ability to use problem-solving skills to identify and develop solutions to technical and related commercial customer challenges.
- Extensive travel to customer locations within assigned territory

Please send your resume and cover-letter to Sven Frischen-Nocher at INGUN USA:

[sven.frischen@us.ingun.com](mailto:sven.frischen@us.ingun.com)