



## DESAPRO INC.

**Position Title:** East Coast Regional Sales Manager

**Location:** Rockledge, Florida

**Duration:** Full-Time

### Company Background:

- **DESAPRO** is an international leading company in the design and manufacturing of aluminum cases for the aerospace, defense and medical industries.
- To support and expand our US sales activities we are looking for a dynamic, entrepreneurial personality as the East Coast Regional Sales Manager.
- We offer a robust benefits package that includes vacation, medical, dental, vision, 401K and more.
- **We are a drug free workplace.**
- **DESAPRO** is an Equal Opportunity Employer. Minorities and Females are encouraged to apply.

### Position Summary:

- Facilitate the organic growth of DESAPRO's business by prospecting new clients (networking, cold calling, advertising or other means of generating interest from potential clients).
- Responsible to retain and expand existing accounts by presenting new solutions and services to clients.
- Responsible for developing strategies to increase sales and profits while providing premier customer service to the customers and partners (reps/distributors).
- Responsible for developing and achieving the annual sales budget.
- Interacts with internal customers such as engineering, production, operations and quality controls.

### Essential Functions

- Participate in implementing the company's strategy toward growth and profitability and ensure the correct market positioning for DESAPRO.
- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate to ensure a robust pipeline of opportunities
- Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.

- Research and build relationships with new clients.
- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Responsible for Manufacturing Reps.
- Work with technical staff and other internal colleagues to meet customer needs. Arrange and participate in internal and external client debriefs.
- Attend industry functions/shows, such as association events and conferences.

**Job Qualifications:**

- 5 to 7 years of experience in engineering or field sales of related industry (Aerospace and Defense a plus).
- A Bachelor degree, in Engineering and Business or Related Business Management a plus.
- Networking-, Persuasion-, Prospecting-, Closing-, Prospecting Skills.
- Strong IT knowledge CRM, ERP and Microsoft.
- Excellent verbal, written communication.
- Strong analytical and problem solving skills.
- Willingness to travel domestic and international extensively
- Must be U.S. citizen

**Application Process:**

- E-mail- Please send your resumes to our hiring manager, [ckahler@desapro.com](mailto:ckahler@desapro.com) – please reference job title in the subject line and ensure contact name and e-mail are provided.