



District Sales Manager

Position Overview

If you are hardworking with a positive attitude, value family and teamwork, and looking for growth opportunity, then we may be a good fit for you!

Lapp is a worldwide leader in the wire and cable industry. We are currently looking for highly motivated future leaders interested in a technical sales career to join our distribution division at **Lapp Tannehill**.

This position is responsible and accountable for revenue, growth and promoting the sales of products and services to end-user customers within assigned account base. The District Sales Manager will have the ultimate responsibility of managing their sales territory and working closely with the Customer Operations staff as well as other functions to achieve individual and company goals and objectives.

Essential Duties and Responsibilities

- Application expertise and product design for new and existing customers
- Creating and delivering sales proposals in order to grow share
- Build and maintain strong customer relationships with numerous stakeholders
- Develop new prospects as assigned
- Identify competitive pricing and create a compelling value proposition to maximize gross margin profit
- Lead 2-3 customer meetings/day
- Collaborate in a team-based environment to accomplish organizational objectives
- Leverage 200+ manufacturing partners to create full wire and cable product offerings to customers
- 20% Travel required -this is an inside sales position
- Availability for face-to-face customer interactions/visits/networking and team meetings is required

Requirements:

- Strong technical skills with the ability to understand technical concepts and coordinate hands-on demonstrations of our products as needed
- Self-motivated and organized individual who is driven for success
- Proven success in market research, cold calling, lead qualification and closing business
- Outstanding relationship building and a committed team player
- High level of integrity
- Proficient computer skills with ability to learn our business and processes
- Cross functional experience leveraging sourcing, finance, operations, and marketing to compel customers to choose Lapp Tannehill
- Ability to reach and successfully grow with customers with minimal travel

*Hybrid: In-office three days a week