**Regional Sales Manager {USA South}**

**Job Overview**

We are seeking applications for a full-time Regional Sales Manager – USA {South} to join our team preferably in Dallas-Texas or any other well connected major city in the Southern states of the USA {Texas, New Mexico, Arkansas, Oklahoma, and Louisiana}.

**Job Requirements**

The ideal individual for this position is self-driven and entrepreneurial-minded with the discipline to work without local supervision. They should be open to travel through the region as required, sometimes over weekends.

**Education:** A technical background (education and/or experience) and an understanding of mechanical manufacturing, and/or engineered products are required. We will teach you about LEON products, services, and capabilities (and provide engineering support); however, you must be capable of learning what we do and be comfortable talking technical with buyers, engineers, and other technical specialists.

**Experience:** At least 5 years of successful selling experience in the equipment industry through channel partners and developing dealer networks in new geographies is preferred (knowledge of the industry and operating dealers in the region is an asset);

**Duties:**

* Developing new clients through the constant pursuit of leads, introductions, and presentations within the territory;
* Developing and expanding dealer market presence in Southern USA regions
* Assess, Appoint and manage Channel Partners.
* Continuously Market monitoring and intelligence and accordingly formulate sales and promotional programs for new and existing accounts.
* Successfully and continuously advancing new relationships into increasing market share;
* Managing and developing existing customer relationships through regular interaction and customer service;
* Reporting to head office on customer contact and sales progress to plan and strategize internal support.

**Skills & Other requirements**:

* Product branding with Channel Partners.
* Experience in sales and dealer development in agricultural, construction, and/or lawn and garden markets;
* The ability to track each dealer’s sales and progressively advance the relationship.
* A positive attitude with the energy and worth ethic to achieve sales objectives.
* Ability to travel by car and/or air throughout the territory and a home office as required.
* Relationship Building with US equipment dealers.
* Strong interpersonal and organization skills are mandatory, with the ability to work independently while recognizing your role within a team.
* Present Territory includes Texas, New Mexico, Oklahoma, Arkansas, and Louisiana and this is subject to change.

**What We Offer**

* Dynamic, challenging work for talented individuals
* A competitive salary + Incentive Package
* Inclusive work environment
* Advancement opportunities

**How to Apply**

Tell us about yourself and your interest in this opportunity! Please forward a cover letter and resume highlighting relevant skills and experience. Upload your documents in confidence to jobs@leonsmfg.com.