

Würth Electronics Midcom Inc.

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Midcom

Job Title Area Sales Manager

Location Texas

Department Sales

Reports To Regional Sales Manager (Elgin, IL)

Position Purpose

Area Sales Managers (ADMs) manage sales with a concentration on gross profit while also servicing existing accounts and growing the overall customer base. Supported by field applications engineers and our inside sales team, ADMs will also coordinate product sales and delivery in a fashion that exceeds our customer expectations. Dedication to achieving area and regional goals will be critical to the success of overall business.

Position Duties

- Focus on growing small and medium-sized active customer base at an annual rate of sixty new customers.
- Maintain regular contact with established customer base, with an emphasis on developing long term relationships to achieve area sales goals. Three days per week of travel within the sales area will be required.
- Be appraised of, have access to, and where possible, be conversant with key decision making personnel at each customer.
- Generate quotations and remain attentive to customer annual purchase agreements and perform relevant negotiations.
- Understand the basic technical applications and capabilities for all Würth Electronics Midcom product lines.
- Integrate management, engineering, quality and operations personnel into customer interface situations as required.
- Attend and participate at trade shows within the sales area.
- Control cost in sales area responsibilities.

Education & Experience

- Bachelor's degree is required. However, a combination of secondary education and experience will be considered
- Knowledge of passive components and electronic circuits is preferred
- Minimum of three years experience in outside sales, distribution or product management preferred.