



Title: Regional Sales Manager
Company: Vericom Volt
Department: Sales and Marketing
Location: Flexible
Experience in Years: 5

Position Description:

DuacARRIER Electronics Technology has an exciting opportunity for a **Regional Sales Manager** to join our "Vericom Volt" Team in Knoxville, Tennessee. The ideal candidate should possess proven experience in audio/video, security, data center racks and cabinets market, IT hardware space, data center integration or data center management. The Regional Sales Manager will lead the sales and products team by driving quotations, communications, lead tracking, lead follow-up, lead generation and overall sales and product direction.

About DuacARRIER Electronics Technology

DuacARRIER is part of the Ship Group, a \$600 million global manufacturer of cabling, cable assemblies and accessories, racks and cabinets, hardware, plastics, and other telecommunications related products. Ship Group products are sold in five continents.

DuacARRIER does business in the Americas under the Vericom Global Solutions, Vericom, Verimax, Verirax, Vericom Volt, Hook-Up and Save, and Cabling and Communications Solutions trademarks. Vericom is focused on telecommunications, cable television, electrical, audio/video, security, and IT products for residential, commercial, and industrial applications.

We are headquartered in Tennessee, have distribution centers in Nevada and Tennessee and offices in California, Colorado, Nevada, and Pennsylvania.

We are constantly looking for high-caliber motivated employees who want to be the best and excel in their chosen profession.

We are an Equal Opportunity Employer



Essential Job Functions

- A detailed understanding of the Vericom racks and cabinets product line including all accessories.
- As a main sales leader for our customer base the Regional Sales Manager must exude an enthusiastic and professional to our customer base thereby evoking a perception of excellence.
- Develop and motivate outside sales representatives, consultants, integrators and distributor channels to ensure the highest level of product success.
- Responsible for training of all key players in the assigned region to increase product acceptance and impart product knowledge into decision makers.
- Listen to customers' needs and requirements and transform those into product selections to meet and exceed their expectations.
- Work closely with product development to enhance our entire product portfolio to more effectively match our customer's requirements.
- Establishing strong detailed oriented customer interactions with a focus on outstanding responsiveness and a positive customer experience.
- Use our ACT customer care software to accurately and extensively document all customer interactions.
- Other general regional sales management duties as assigned.

Basic Qualifications

- Detail oriented.
- Strong work ethic.
- The ability to multi-task.
- Consistent work product.
- Strong level of confidentiality.
- Ability to work independently.
- Understanding of business terms.
- Knowledge of general office procedures.
- High energy level with tenacious follow-up.
- An understanding of the Vericom Volt market.
- Excellent analytical and problem-solving skills.
- A pleasant and engaging telephone voice and manner.
- Ability to work while seated for prolonged periods of time.
- Experience working with various levels in an organization.
- Ability to prioritize and organize effectively to meet deadlines.
- Excellent written and oral communication, listening, and persuasion skills.
- Ability to travel to attend exhibitions, trade shows and customer meetings.
- Proficiency using personal computer and software applications (i.e. MS Word, Excel, PowerPoint, Outlook, etc.)
- And most importantly, a POSITIVE ATTITUDE.



Required Qualifications

Education:

- A Bachelor's degree is preferred.

Experience:

- Direct experience marketing, selling and managing racks and cabinets to the Audio/Video, Security, IT and/or data center applications is required.
- Successful sales experience with racks and cabinets for Audio/Video, Security, IT, and/or data center applications is required.
- Proven successful track record in sales, sales support and/or product marketing.

Salary:

- Commensurate upon experience.

Apply Now:

- If you are interested in being a part of the Vericom team, please email a completed [Employment Application Form \(PDF\)](#), or send your resume to hr@vericomsolutions.com.

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

DuacARRIER Electronics Technology Inc. dba Vericom Volt and Volt Solutions reaffirms its commitment to providing equal opportunities for employment and advancement to qualified employees and applicants. Individuals will be considered for positions for which they meet the minimum qualifications and are able to perform without regard to race, color, gender, age, religion, disability, national origin, veteran status, sexual orientation, gender identity, current unemployment status, or any other basis protected by federal, state or local laws.