

# REGIONAL SALES MANAGER - NEW ENGLAND



## JOB DESCRIPTION

Hennig, Inc. a world leader in machine tool protection, located in Machesney Park, IL , is seeking a qualified full-time Regional Outside Sales Manager for our New England territory. The ideal candidate would reside in the central New England area. The primary skill set needed to be seriously considered for this position would be a minimum of 10+ years exposure / experience in the machine tool industry. Knowledge of machining processes, sheet metal, cutting tools, & work holding would be considered a big plus.

Our Regional Sales Managers are responsible for growing our customer base and developing ongoing, profitable relationships with customers, all the while continually maintaining a professional image of our company. Integrity, passion, and in-person presentation skills are essential for this role.

## RESPONSIBILITIES INCLUDE

- Perform presentations or demonstrations of company products and services to both current and prospective customers
- Provide application assistance by determining customer needs and supplying products that provide a solution
- Heavy prospecting on targeted accounts and growing sales from within current client base
- Build and foster a network of referrals to create new opportunities for revenue growth
- Actively manage itinerary to adequately cover assigned territory in a time-efficient manner
- Use marketing data from applicable sales management software tools (such as Salesforce CRM) to maximize sales efficiency and effectiveness

## REQUIREMENTS

- Degree in Industrial Engineering, Mechanical Engineering, Sales/Marketing, or an acceptable combination of education and experience
- 5+ years outside sales experience preferably in the machine tool or metal cutting industry (General industrial sales experience will also be considered)
- Professional demeanor, selling style, and appearance.
- Self-motivated, with high energy and an engaging level of enthusiasm
- Excellent time and territory management skills

## WORKING CONDITIONS

- Frequent travel including overnight stays, though typically not more than one night.
- Up to several hours of driving per day
- Company car, mobile phone & laptop provided

## COMPENSATION

- Base plus commission

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**Please submit your resume to Hennig Human Resources:**

Email: [jobs@hennig.ame.com](mailto:jobs@hennig.ame.com)

Fax: 815-636-1325

**In person or by mail:**

Hennig Inc.

9900 North Alpine Road

Machesney Park, IL 61115

**NO PHONE CALLS PLEASE.**