



posiflexusa.com

REGIONAL SALES MANAGER, CHANNEL / MAJOR ACCOUNT- WEST US (REMOTE)

We're looking for the next **POSIFLEX CHAMPION** to win over the hearts and minds of both resellers and major accounts in the Western US Region! Are you resourceful, tech-savvy, self-driven and looking for the next big career challenge? Apply now to become an integral part of this technology sales team. This is a remote position.

ABOUT POSIFLEX

At Posiflex, we're building the future of transaction technology. We bring together a passion for design and engineering, with our own manufacturing facilities to build products with unrivaled quality. You will find our products in Retail & Hospitality, Gaming & Entertainment, Fintech, Security & Logistics, and Digital Healthcare.

THE POSIFLEX SALES TEAM

The POSIFLEX Sales team wins, maintains, and extends relationships with major accounts and top-producing technology resellers. We leverage hard-work, as well as smart-work to get the job done. Our channel partners consist of distributors (VAD's), software manufacturers (ISV's) and Value-Added-Resellers (VAR's). We also have long-term relationships with several major accounts giving our team a solid foundation for continued growth.

ABOUT THE ROLE

The Regional Sales Manager will own the sales process from initial lead to closing and should be comfortable communicating at all levels of technology decision makers including technicians, IT Managers, department managers and CEO's. The RSM reports to the Sales Manager and will work closely to generate leads, prospect, and manage new accounts and projects within the assigned region. The RSM will have full adoption of systems, tools, and process so that the organization maintains transparency into key operating metrics. The RSM will be expected to execute sales strategies and generate revenues by expanding the reseller base within the region. You will aggressively develop sales opportunities and direct leads and inquiries to channel partners for fulfillment.

WHAT YOU'LL DO

- Manage all sales activities within a designated territory by developing productive, professional, and cooperative relationships with key channel partners and major account end users in the Western US territory.
- Ensure profitable growth in sales, revenue through planning, execution, and collaboration with your support team.
- Identify business opportunities and provide complete project information including strategy.
- Actively participate in trade shows and developer conferences to promote our products & services.
- Conduct on-going sales forecasting.
- Utilize Salesforce to follow internal processes for Leads, Opportunities, to maintain a Pipeline and update key partner data.
- Other duties as assigned.

WHAT WE'RE LOOKING FOR

- Ability to thrive in an entrepreneurial work environment.
- Effective, professional communication and presentation skills.
- Ability to accurately forecast future sales volumes.
- Ability to build relationships with peers, cross-functional counterparts, and upper management: Your success depends on their support.
- Experience managing different personalities and quickly resolving unproductive conflict.
- Ability to plan and execute sales calls and presentations to customers to include capturing business from competitors.
- Ability to plan and execute business travel for maximum impact. Approximately 50-60% travel as business requires.

WHAT WOULD MAKE YOU A FIT?

- **Integrity:** You take pride in doing the right thing even when nobody is looking.
- **Technology:** You have knowledge and experience using technology and a strong appreciation for how technology is changing the landscape. You have direct experience selling technology or services.
- **Skilled Communicator:** You know what to say and can communicate at a very high level whether to one person or a group of forty.
- **Determination:** Able to diagnose and solve complex problems on the fly using critical thinking and persuasion.

COMPENSATION

- Competitive Salary and Commission
- Best-in-class Benefits (medical, vision and dental)
- Flexible Paid-Time-Off