

Job Title: Regional Sales Manager

Company Description

Dahua Technology USA Inc. is a world-leading and advanced video surveillance solution provider. The company's product portfolios include the advanced series of front-end, back-end, display, software as well as intelligent traffic solutions. We own 442 patents, including 20 invention patents and have more than 3000 professionals in R&D, aiming to provide cutting edge products with high quality and performance. Moreover, Dahua has the 2nd largest market share according to IMS global report in 2014. We strive to always put quality and customer satisfaction first.

Job Summary

Assists distributors within assigned region in developing, recommending and implementing plans for selling products and systems. Build and maintain executive level relations with key customers and participate in all major selling situations. Monitor external environment and identify opportunities to fulfill the corporate strategy and meet changing market conditions.

Essential Functions

- Develop and manage a network of distributors in order to meet annual revenue targets;
- Communicate corporate direction and focus distributors selling efforts to align with corporate initiatives;
- Develop and implement a regional specific business plan for each fiscal year to ensure profitable growth;
- Conduct quarterly sales forecasts vs. plan analysis and adjusts sales activity and account priority accordingly;
- Monitor external environment to provide continued feedback on market trends, competitive environment, and new business or product opportunities;
- Develop and maintain contacts with major customers within region and actively participate in major selling situations including consultant engineering and owner presentations;
- Continually monitor distributor performance against nationwide standard and make recommendations for changes when appropriate;
- Assists distributors in the development and implementation of strategic and tactical plans for major projects;
- Coordinate cross territory business activities;
- Communicate and implement best practices across assigned region;
- Instruct and counsel distributor in creative selling techniques;
- Assists Dahua in all trade shows and/or specialized training seminars.

Job Qualifications

- Bachelor Degree in a business or a technical discipline, preferred;
- 3 years of sales experience with CCTV, security products, or access control products;

- Technical competence with both Access Control and CCTV products and solutions;
- Working knowledge of office software applications and sales automation tools;
- Basic understanding of financial statements;
- Excellent verbal and written communication skills;
- Strong technical presentation skills;
- Organization, planning, follow-up and general time management skills with experience managing a sales region, prioritizing opportunities and working from a home office environment;
- Excellent selling, negotiating and closing skills;
- Knowledge of Salesforce.com;
- Ability to travel per business needs. Up to 75%.

Department: Sales

Reports to: RSD

FLSA Status: Exempt

Modified: August 2016

