Advanced Electronic Solutions Global Inc

South-West Regional Sales Manager

AES Global is a multi-award winning business and a recognized leader in wireless access control. If you're looking to join a rapidly growing and innovative manufacturing company that takes pride in fostering a positive workplace culture, we'd love to hear from you.

Job Description:
We are seeking a driven, customer-focused Regional Sales Manager to join the AES Global Inc. team. This position is responsible for managing relationships with distributor and dealer partners who promote and sell AES Global products and services. The successful candidate will work closely with these partners to develop a strong understanding of our offerings and their respective markets.

Key Responsibilities:

- Manage the territory covering Arkansas, Kansas, Louisiana, Missouri, New Mexico, Oklahoma & Texas. (Territory may be subject to change)
- Increase company margins through sales activities.
- Use the company CRM proficiently to track interactions, sales activity, and maintain accurate customer records.
- Deliver excellent customer service and ensure high satisfaction levels.
- Develop, implement, and manage sales and marketing initiatives for distributor accounts within the assigned region while maintaining strict confidentiality.
- Identify, appoint, and support the development of new distributor accounts within the territory.
- Achieve sales targets while working to maintain or improve margins.
- Collaborate with distributors and dealers to drive parts sales and enhance service levels.
- Train and advise distributor personnel on AES products and key aspects of technical sales.

Requirements:

- Applicant must reside in one of the states within the assigned territory: Arkansas, Kansas, Louisiana, Missouri, New Mexico, Oklahoma & Texas.
- Valid driver's license.
- Strong interpersonal, written, and verbal communication skills.
- Effective problem-solving abilities to support strategic sales development.
- Minimum of 3 years' experience in a similar role. Industry experience is preferred but not essential.

How to Apply:
Please email your resume to: recruitment@aesglobalonline.com or matt.reasor@aesglobalonline.com