

**Würth Electronics Midcom Inc.**

121 Airport Drive - P.O. Box 1330 - Watertown, SD 57201-6330, USA

Tel. +1 605 886-4385 · Fax +1 605 886-4486 · toll free +1-800-643-2661

midcom@we-online.com · www.we-online.com

**Midcom****TITLE OF POSITION:** Area Sales Manager/Customer Hunter, New England**DEPARTMENT:** Sales**REPORTS TO:** Regional Sales Manager, Eastern US

**POSITION PURPOSE:** As the Area Sales Manager for the New England territory, including the states of Connecticut, Rhode Island, Massachusetts, Vermont, New Hampshire and Maine, you will be managing sales with a concentration on gross profit while servicing existing accounts and growing the overall customer base. Supported by field applications engineering and our inside sales team, you will also coordinate product sales and delivery in a fashion that exceeds our customers' expectations. Dedication to achieving area and regional goals will be critical to the success of overall business.

**POSITION DUTIES:**

- Focus on growing small and medium sized active customer base at an annual rate of sixty (60) new customers. Maintain regular contact with established customer base, with an emphasis on developing long term relationships, to achieve area sales goals. Travel of three (3) days per week within the sales area will be required.
- Note that previously defined strategic customers will be managed by a key account manager located either externally or internally to the defined sales area.
- Be appraised of, have access to, and where possible, be conversant with key decision making personnel at each customer.
- Generate quotations and remain attentive of customer annual purchase agreements and perform relevant negotiations.
- Understand the basic technical applications and capabilities for all Würth Elektronik group product lines.
- Integrate management, engineering, quality and operations personnel in customer interface situations as required.
- Attend and participate at trade shows within the sales area.
- Control cost in sales area responsibilities.

**EDUCATION:**

- A bachelor's degree in business, marketing or scientific discipline or equivalent work experience is required.
- Knowledge of passive components and electronic circuits is required
- Minimum of three (3) years experience in either outside sales, distribution or product management