



Regional Manager for Amphenol Factory Automation - Southern Region

Amphenol Factory Automation is a newly formed division of Amphenol Corporation, one of the largest manufacturers of interconnect products in the world. Amphenol designs, manufactures and markets electrical, electronic and fiber optic connectors, connector systems, and coaxial and flat-ribbon cable; and maintains extensive manufacturing and engineering facilities in North and South America, Europe, Asia and Australia. Connector products are supplied to thousands of OEMs in approximately 60 countries. Product support is assured through Amphenol's world-wide sales and engineering force, plus a global network of electronic distributors. The Factory Automation division major emphasis is on Industrial infrastructures within factory environments.

General Description: The Regional Manager will serve as the main interface to customers in assigned territory. The top priorities facing the successful applicant will be to generate connector design proposals and cost matrix for new programs, to possess complete understanding of various Amphenol product lines and capabilities and provide field sales support. The ideal candidate will be able to work under pressure and deadlines. Due to the nature of this position the successful candidate will be a self-confident, detailed-oriented individual that possesses the power of persistence. Opportunities for advancement and growth are available.

Qualifications:

- Applicable University Degree or equivalent experience
- Computer literacy with MS Office, e-mail and preferably design software
- Excellent communication skills, written and verbal.
- Knowledge of competitive markets – value & lifecycle of products
- History of managing a region with associative travel
- Excellent Presentation skills
- 7-10 years Outside Sales Experience in Industrial Sales (preferably Factory Automation)
- Due to the nature of the work being done, applicants must be US citizens.

Desired:

- Connector, Terminal Block, Cable, Motion type product sales experience
- Experience and contacts with Regional and National Distribution within Region
- Basic knowledge of marketing and pricing, cost calculation
- Electrical Engineering experience

Job Duties:

- Design IMA&I products into new Industrial and Factory Automation accounts in respective regions to increase market share and meet budget goals
- Manage existing Factory Automation customers and design in new AIMAI products
- Serve as primary Amphenol Factory Automation contact for the region for new designs, engineering, pricing, inventory, replacement parts & delivery
- Responsible for technical sales support and implementing plans to meet established goals in Assigned Territory
- Work with Product Specialists, Inside Sales and Management to ensure a timely response and resolution to customer inquiries
- Work closely with Regional and National Distribution in territory to increase market share and revenue, (training, joint sales calls, trade shows)
- Forecast and analyze all market trends and potential for future Industrial Business
- Responsible for Forecasting fiscal year territory plans and sales budgets for Industrial and Factory Automation business in assigned region

If you would like to submit your résumé, please submit it to: Jeff Herman at jherman@sineco.com