



# CAREER OPPORTUNITIES

POSITION TITLE: Area Distribution Sales Manager – Components Division POSTING DATE: 9/17/10  
*2 Positions Available – Mountain and Central*

Reporting to the Director of Distribution – Americas, the Area Distribution Sales Manager will have primary responsibility to manage all distribution activity as set forth by sales management, including setting POS budgets for each region by distributor, NBO development, conducting branch QBR's and promotional activity.

### **Specific Duties:**

- Work closely with each distributor branch location, particularly with General Manager, Product Managers and Sales Managers, in coordination with TT Representatives, and Regional Sales Managers to develop and implement a mutually agreed upon yearly sales plan.
- Travel to distributor branch locations for periodic reviews, to trade shows, industry-related functions, and other events as required.
- Develop various internal reports to measure distributor branch performance.
- Establish comprehensive and ongoing sales and product training for various distributor personnel.
- Assure each distributor branch location has adequate TT literature.
- Work with TT Regional Sales Managers and Representatives to understand and support the distributor program.

### **Education & Experience Required:**

Bachelors degree in Business or equivalent required. Previous management experience a definite plus. Minimum ten years direct or indirect experience with electronic distributors, having worked for a distributor and/or within a manufacturing company that utilized these sales channels. PC skills are required. Ability to travel 60% of the time. Requires a high energy individual with strong verbal and written communication skills and the ability to interface effectively with customers.

Please forward your resume/CV to: [michelleduggin-goasa@bitechnologies.com](mailto:michelleduggin-goasa@bitechnologies.com)