

TagMaster

North America, Inc.

Regional Sales Manager - Job Description:

Company Description

TagMaster is a world leading manufacturer of long-range RFID (Radio Frequency Identification) systems. TagMaster designs and markets a series of RFID products and information services associated with automatic identification. Our products are easy to integrate and provide excellent reading properties for non-contact, hands-free solutions.

Application areas for TagMaster's products include vehicle access and parking, transportation and security. TagMaster exports mainly to Europe, Asia and North America through a global network of partners, system integrators and distributors. TagMaster currently has more than 3,000 installations globally, often integrated with systems from one of our partners.

TagMaster is a young and dynamic company. We are growing rapidly and we are looking for hard working professionals within our Vehicle Access Control division. Visit our website at www.tagmasterna.com

Position Summary

We are seeking a team-oriented, customer focused, and highly organized individual who will be responsible for direct and indirect sales of TagMaster North America RFID products nationwide to large Systems Integrators, and large Distributors. Reporting to the V.P. of Sales & Marketing, this person will maintain and expand existing accounts, and develop new accounts through remote and personal customer contact. This outside sales position may be located at TagMaster North America's corporate office in Tacoma, Washington.

Responsibilities

- Must have or acquire full TagMaster North America product knowledge.
- Perform group presentations and customer training.
- Provide technical information and/or demonstrate products.
- Provide quotations and system design assistance.
- Follow up sales leads.
- Prepare activity reports on an agreed basis and keep expense accounts.
- Perform travel planning and scheduling.
- Provide sales forecasting.
- Maintain CRM database.
- 50-60% travel is required.
- Attend trade shows, seminars and conferences in addition to sales travel.
- Make quarterly visits to corporate headquarters for training and review meetings.
- Establish periodic goals, objectives, strategies and tactics, understand how they will be measured, receive feedback from supervisor, and work toward achieving the agreed upon results within the stated time period.

Qualifications

- Candidate must have experience presenting to corporate level management and below.
- 5-7 years of sales experience, including B2B.
- Security electronics experience is a plus.
- Competent with Word, Excel, Power Point, CRM programs and Outlook.
- Candidates must present themselves professionally, both in appearance and verbally.
- The successful candidate will be team-oriented, a self-starter, customer focused, highly organized, be well presented, possess excellent time management and prioritization skills, be disciplined and highly ethical.
- The successful candidate will have a track record of meeting and exceeding sales goals and managing accounts.
- Must be able to lift 20 lbs, and be able to use public transportation for business travel.

Benefits

- Competitive salary plus incentive.
- Bonus based on individual performance
- EOE

Contact Info:

TagMaster North America, Inc.
15 Oregon Ave., Ste 305
Tacoma, WA 98409 USA
Tel:(253)-238-1421
Fax:(253)-238-7762
Toll Free:(866)-615-5299
info@tagmasterna.com
www.tagmasterna.com