



About Winsted:

Winsted is a worldwide leader in control room solutions. We design, manufacture and install control room consoles and technical furniture to optimize the efficiency of mission-critical applications. Winsted offers a full line of standard and custom technical furniture for a wide range of control room applications and end-user segments. Whether our customers are building a state-of-the-art control room from the ground up or simply upgrading an existing control room, Winsted provides the ideal technical furniture solution. Our experts combine the disciplines of industrial design, ergonomics and interior design to create solutions to optimize operator comfort and productivity. Winsted services customers out of three facilities in the US and a UK office. Our commitment to customer service and product quality is second-to-none in the industry.

Position Summary:

Support and grow current accounts and develop new business for Winsted in Canada. The Regional Sales Manager (RSM) will be located in major city in Canada and will report to the VP of Sales.

Responsibilities & Expectations:

- Achieve monthly, quarterly and annual sales and gross margin targets
- Establish long-term customer relationships with dealers, end-users and other solution partners
- Self-generate and qualify a robust pipeline of sales opportunities
- Visit customers to establish a clear understanding of the project requirements
- Co-ordinate with the Design Department to configure and quote new projects
- Close sales opportunities
- Manage dealer and independent representatives
- Participate in trade shows and other suitable events including the setting up and breakdown where necessary
- Provide input to the global organization on future product enhancements
- Stay current on the competitors' activities and product lines
- Follow up on all leads generated by the trade shows and other sources in a timely manner
- Ensure all product samples and marketing literature is kept current on-hand
- Have regular contact with customers via the various methods available
- Participate in events arranged by local organizations such as Chamber of Commerce
- Recommend product enhancements growth opportunities to the global organization
- Provide input to marketing strategies based on market knowledge in the region
- Actively maintain new contacts, account and opportunity detail in the CRM

Skills and Qualifications:

- 5-10 years of sales and business development experience
- Undergraduate degree in marketing, business or engineering

- Self-driven and high standards for quality of work
- Excellent communications skills
- Ability to work with minimal supervision performing as a self-directed employee
- Ability to read engineering drawings and interpret technical specifications
- Strong written, oral, interpersonal, and presentation skills
- High energy level, comfortable performing multiple assignments in conjunction with day to day activities
- Multi-lingual candidates preferred: French and English

Location: Major city in Canada

Travel Required: 50+ percent