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| |  | | --- | |  | |  | | **Area Sales Manager “Industry 4.0/IIoT”** | |

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| **Department:** Sales | **Job Status:** Full Time |
| **FLSA Status:** Exempt | **Reports To:** President Norican NA |
| **Grade/Level:** | **Amount of Travel Required:   50%-60%** |
| **Work Schedule:** | **Positions Supervised:** |
| As required |  |

**POSITION SUMMARY**

The Digital Regional Sales Manager will play a crucial role in the success of our digital Monitizer brand on behalf of DISA, Simpson Technologies, StrikoWestofen, ItalPresseGauss and Wheelabrator, as you acquire and sell our digital end-to-end solutions to customers and partners.

This position can be based remotely in North America, but regular presence at the Norican Group headquarters in La Grange, GA (Atlanta area) is required. You'll be part of the global Monitizer team with its headquarters in Munich.

**ESSENTIAL FUNCTIONS**

**Essential Functions Statement(s)**

* Drive digital sales success by negotiating contracts with current and potential customers in the green sand market segments
* Spot new business opportunities and exploit them to the fullest with both current and new customers
* Lead customer acquisition and support initiatives for the digital Monitizer products
* Foster strong, lasting relationships with customers, partners, and management
* Meet and exceed your sales targets and revenue goals for Monitizer products
* Mentor and train sales teams, representatives, and customers to ensure their success with our digital solutions

**POSITION QUALIFICATIONS**

**Competency Statement(s)**

* Proven expertise in value selling utilizing revenue-sharing subscription pricing models
* Familiarity with IoT-Edge and cloud-based solutions, predictive analytics, and digital solutions
* Strong communication and presentation skills
* A dynamic, self-motivated individual with a performance-oriented and customer-focused mindset
* A passion for business travel and engaging with diverse cultures and personalities
* Outstanding problem-solving skills and passion for driving business value to customers through new digital technologies
* Like to work in an agile and dynamic environment
* Willingness to travel up to 60% of the time

**SKILLS & ABILITIES**

**Education :** Bachelor's Degree (four year college or university) is preferred or comparable work experience in related field

**Experience :** Minimum 3 years experience selling SaaS or cloud-based solutions, with a preference for candidates with experience in the manufacturing, automotive, or green sand casting industry.

**Computer Skills**

Proficient computer skills, including Outlook, Excel, Word, and Powerpoint. CRM experience preferred

**Certificates & Licenses**

Valid Driver's License with good driving record.

**Other Requirements**

This position has access to very sensitive business information and is subject to a signed Confidentiality, Non-competition and Invention Assignment Agreement.

**WORK ENVIRONMENT**

Ability to work in a field, manufacturing, processing or office environment. Ability to maintain self and the assigned vehicle/workplace in a clean and organized manner.

Prepared by:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Approval Signature:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Employee Signature:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

The Company has reviewed this job description to ensure that essential functions and basic duties have been included. It is intended to provide guidelines for job expectations and the employee's ability to perform the position described. It is not intended to be construed as an exhaustive list of all functions, responsibilities, skills and abilities. Additional functions and requirements may be assigned by supervisors as deemed appropriate. This document does not represent a contract of employment, and the Company reserves the right to change this job description and/or assign tasks for the employee to perform, as the Company may deem appropriate.