

Job Title – Latin America Sales Manager

Location – San Antonio, TX

Position Type – Full- Time

Reporting To: Managing Director

RESPONSIBILITIES:

- Achievement of sales goals.
- Introduce new products and platforms to potential customers
- Develop annual business plan with account concentration and an opportunity pipeline that align with overall company objectives. The annual plan will require quarterly review and objective assessment.
- Track and communicate competitive factors, trends, issues and opportunities at a regional level.
- Develop strong relationships with the company's direct sales and distribution network, including; regional management and sales.
- Develop strong relationships with the customers.
- Build a strong understanding of the applications where the company's products provide the greatest benefit and value for the customer.

Requirements:

- 4-year degree.
- Industry business experience in sales, business development, key account management, or similar.
- 3+ years working experience in the sign or lighting industry.
- Strong computer skills in MS Office suite (Outlook, Excel, PowerPoint).

Travel Expectations:

- 75% Travel to Latin America covered by the company and must have an up to date passport.

