



Diamond USA, a leading manufacturer of Fiber Optic Solutions seeks

## Regional Sales Manager for the Northeast Territory

Candidate must reside within easy access to an airport.

Are you a highly motivated, outgoing and dynamic territory/account sales professional with the technical aptitude to discuss fiber optic applications and solutions to meet our customer's needs in the following markets: Medical, Industrial, Energy, Military, Aerospace and other markets?

Successful candidate will be responsible for **expanding** our customer base as well as maintaining existing customers. This successful candidate will evaluate customer's applications, recommend solutions, conduct demonstrations/ presentations to end users, and close the sale.

### Requirements/Experience:

- Minimum 3 year's field sales in a fast-paced, technical components/system environment.
- Must have technical background (Fiber Optics a plus)
- Comfortable with consultative sales approach to engineers and PHD's.
- Selling to the DoD and large defense contractors.
- Proven track record of acquiring new accounts.
- Account planning and pipeline management.
- Selling products that require a long sales cycle.
- Strong Project Management skills, with emphasis on detail and progression.
- Familiar with CRM (Salesforce a plus).
- Working from a home office, with minimal supervision.
- Ability and willingness to travel.

### Diamond USA offers:

- Competitive Base Salary + Commission
- Car Allowance
- Health and Dental Insurance
- Short/Long Term Disability- paid by company
- Life Insurance- paid by company
- Matching 401K

If this is the challenge you are looking for, **send resume to:**

hr@diausa.com

EOE

www.diausa.com

