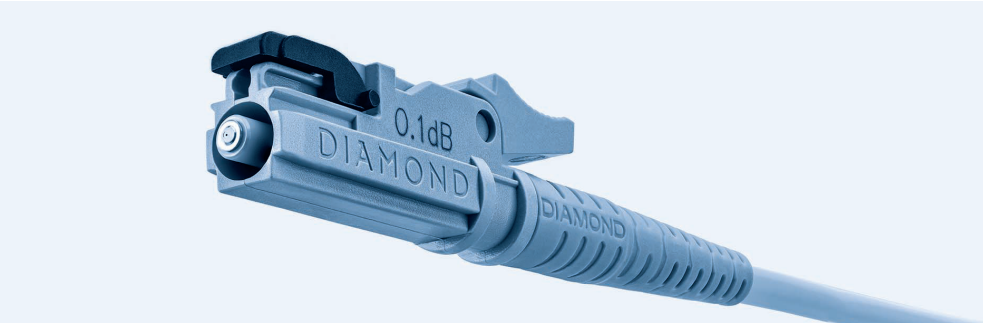

DIAMOND USA, a leading manufacturer of Fiber Optic Solutions seeks a

Regional Sales Manager for our Midwest US Territory

Candidate must reside within easy access to an airport within the Territory.

This remote position requires a highly motivated, outgoing and dynamic territory/account sales professional with the technical aptitude, necessary to discuss fiber optic applications and solutions geared to meet our customer's needs in the following markets: Medical, Industrial, Energy, Military, Space and Aerospace.

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

Requirements:

- Minimum 5 year's field sales experience in fast- paced technical, components and system sales environment. Fiber optics a plus.
- OEM experience; designing in a solution, with a long sales cycle a must.
- 4-year degree in Engineering, Business or Life Science.
- Comfortable with consultative sales approach to various experience levels including PhD's.
- Experienced in working from a home office, with minimal supervision.
- Account planning and pipeline management experience.
- Strong Project Management skills, with emphasis on detail and progression.
- Experience with sales tools, such as, Sales Force.com a plus.
- 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
- 401K- Company Matched

Diamond USA, Inc. offers a Competitive Salary, Matching 401K, Paid Life Insurance and Short/Long Term Disability, and a comprehensive benefits package. If this is the challenge you are looking for, **send resume with salary requirements:**

hr@diausa.com

EOE

www.diausa.com

DIAMOND
the fiber meeting