DIAMOND
the fiber meeting

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

Southeast Regional Sales Manager

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, and Aerospace?

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 5 year's field sales in a fast-paced, technical components and system environment.
- Knowledge of Fiber Optics a plus.
- Comfortable with consultative sales approach to various experience levels including PhD's.
- Selling to the DoD and large defense contractors a plus.
- Proven track record of acquiring new accounts.
- Account planning and pipeline management.
- Selling products that often require a long sales cycle.
- Strong Project Management skills, with emphasis on detail and progression.
- Familiar with sales tools such as Salesforce.com.
- Working from a home office, with minimal supervision.
- Ability and willingness to travel (60%).

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

Send resume to:

hr@diausa.com

EOE

www.diausa.com