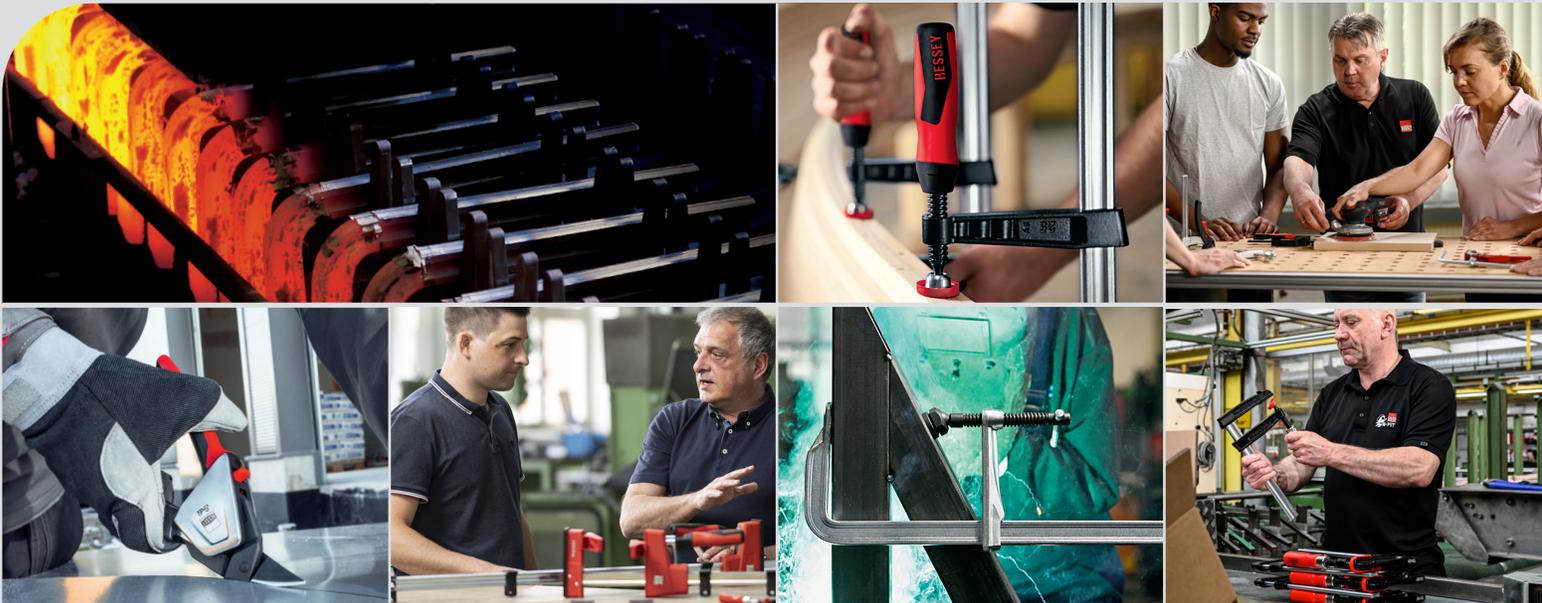


BESSEY. Simply better.

Innovative Cutting and Clamping Technology with Tradition



Get started with an innovative company!

In 1889, Max BESSEY founded the company BESSEY & Sohn in Stuttgart, Germany as a bright steel drawing plant. From its inception, the company has continuously expanded the range of products it offers. It was this spirit of growth that led BESSEY to begin production of hand clamping tools in the mid-1930s. Since then, the strength of its innovation has been underlined by the granting of numerous patents. "To stop improving is to stop being good", is the motto of company as said by founder Max Bessey, which remains true today, as it will in the future, and is the guiding principle to everything that the company does.

Our growing business of selling consumer and industrial tools is looking for a

NATIONAL SALES MANAGER FOR USA

to join and strengthen our team.

Your responsibilities:

- Develop a business plan and sales strategy for the assigned geographic market that ensures the attainment of company goals and the growth of profitability.
- Lead the team of Regional Sales Managers and/or Representatives with the objective to grow the business profitably.
- Manage existing business and develop plans to increase business through the motivation and leadership of the team of Regional Sales Managers. Growth should be a result of addition of new accounts and new products.
- Target new sales opportunities and develop specific plans to ensure profitable revenue growth. Utilize harmonized pricing strategies.
- Maintain and develop strong relationships internally with supply chain, customer service, sales support, purchasing, and marketing.
- Coordinate appropriate company resources to ensure efficient, stable, and measurable sales growth. Understanding competition in the area – products, targets and strategies, and reporting relevant activities. Maintain comparative price shops through reps and RSM's.
- Negotiation of pricing and contracts and monitoring contract balances and communicating changes to customers, customer service, finance, and VP-level.
- Preparation of the annual budget, forecasts, and required analysis. Develop by channel and account.
- Coordinating national and regional trade shows. Mindful of budget, attend or coordinate attendance as needed.
- Provide information by collecting, analyzing and summarizing data and trends.

Your qualifications:

- Bachelor's degree required, degree in business, marketing or related area a plus
- Proven strategic sales leader, with at least 3-5 years of sales leadership experience
- Solid track record of managing a dispersed group of high-performing sales professionals
- High level of motivation, drive, resilience, commitment, and professionalism
- Excellent influential skills
- Ability to complete strong strategy plans, and to bring tasks to completion
- Outstanding communication skills
- Previous experience with Sales in Latin America and Spanish as a plus

Please send your application to hr@besseytools.com align with your salary expectations.

We are looking forward to receiving your application!

www.besseytools.com

