

HERMETIC SOLUTIONS GROUP

Enabling Technology

Regional Sales Manager – South East

Position

Hermetic Solutions Group's (HSG) South East Regional Sales Manager will support our organization's strong growth in the microelectronic component field. The individual will be self-motivated, highly energetic and bring five years of sales experience (manufacturing background is a plus) to our team. This role reports to the Vice President of Sales. The ideal candidate will be based in the Mid-Atlantic to South East region of the U.S. The position requires travel up to 50% of the time.

Responsibilities

- Responsible for the Sales Revenue of HSG within the South East region.
- Directly manage, implement and improve the existing Sales program enhancing HSG profitability, and expanding the Hermetic Solutions Group's business throughout the region of responsibility.
- Manage/coordinate all Sales aspects and performance to achieve maximum profitability and growth in line with the Company vision and values.
- Create plans and Sales strategies to secure the existing customer base, and ensure the expansion of the customer base in the designated region.
- Foster future business opportunities, maintain and/or monitor contact with existing or prospective customers.
- Prepare and present Sales and price proposals; ability to answer customer questions related to products or services, actively listening to identify future product needs. Analyze customers past Sales and the current market to determine future requirements, pricing and delivery patterns.
- Prepare and submit Actual Sales vs Budgets/Monthly Orders/Backlog/Forecast, and territory highlights on a monthly and/or quarterly basis as agreed upon with the VP of Sales.
- Collect and analyze data and market intelligence from all relevant sources; remain current on market conditions for microelectronic packaging. Identify and inform the HSG Sales Team on market trends, new product opportunities, competitor activities and the general market environment.

- Work closely with the internal Sales teams and the Manufacturing Business Units to provide feedback on changes to orders or aid with the resolution of problems in a timely and professional manner.
- Maintain regular contact to monitor customer satisfaction levels and determine future product or service requirements. Provide customer technical support for current products and new products whether directly or using the expertise of others; i.e. Engineering, Quality, R&D.
- Actively participate in customer meetings to exchange technical information, quality issues, delivery concerns, responding to and resolving complaints within the scope of expertise and authority; contacting others for assistance if required.

Qualifications

- Bachelor's degree.
- Experience in manufacturing, microelectronic component, hermetic, or glass to metal sealing industry preferred.
- Proven track record of success in Sales roles demonstrating exceptional marketing, communication and analytical skill sets.
- Demonstrated self-motivation, time management skills and superior work habits.
- The proven ability to work productively with individuals at all levels inside and outside the organization.
- Confident, driven, and dynamic leader.
- Demonstrated skills in PC office applications such as: MS Word, Excel, Power Point and Outlook.
- Excellent customer service skills.
- Proficiency in Salesforce a plus.

About Hermetic Solutions Group

Hermetic Solutions Group is the premier global supplier of hermetic packaging, components and services. Comprised of highly respected microelectronic packaging brands - Hi-Rel Group, Litron, PA&E and Sinclair Manufacturing, we offer a single source of supply for hermetic packages, connectors, headers, lids, windows, thermal management materials, vacuum products, preforms and laser solutions. We make our customers lives easier by providing them every solution need to enable and protect their sensitive electronics in harsh environments. And while our customers are at the center of everything we do, we recognize that it is our employees that make is all happen and we are proud of that fact. With over 500 employees located in eight facilities across three countries, we like to say that we are unconventional, thoughtful and always willing to go the extra mile – not only for our customers, but for our employees too.

