

BENZ Incorporated, a division of Stiles Machinery Inc and exclusive distributor for BENZ Werkzeugsysteme GmbH Germany, a leading manufacturer and provider of components and systems for tool and machine technology worldwide, is looking to further develop and expand our existing Regional Sales Teams, as well as to introduce our new products, such as LinA 4.0 and the Hybrix Turret into the US and Canadian markets. We have an immediate need for a Regional Sales Manager to cover upper Northeastern US, from Maryland to Maine.



To strengthen our team we are looking for a:

Regional Sales Manager North East

The ideal candidate must have a strong knowledge of Metal working Machinery and applications that require Live Tooling, Static Tooling, Right Angle Heads and other Metal CNC manufacturing equipment. Cutting Tool or Metal Machine Tool Sales are a plus.

Other requirements are:

- Ability to read CAD drawings, blueprints and technical specifications
- Tooling / machinery knowledge in the Composites or Metal Industry
- Ability to travel extensively within the assigned region and attend multiple trade shows or open houses at customers during the year
- A minimum of 5+ years experience in the Metalworking or Metal Composites Industry
- Strong application knowledge, which includes knowledge of tooling for Lathes and VMCs
- Track record of accountability and achievement of sales objectives as well as several years experience in Metal Industry Sales

Duties include but are not limited to:

- Prepare, submit and follow up customer quotations and projects
- Identify and develop new customers, in combination of setting up and working with a dealer and distributor network but also sell to OEMs directly
- Assist with planning, organizing and travel to trade shows and open houses
- Assure achievement of margin goals and forecasted Sales for the region
- Make daily sales calls and provide feedback reports to the National Sales Manager
- Aggressively drive growth on our new products and existing standard products such as our Select Line Right Angle Heads and standard BMT Live Tooling
- Assist with developing catalogs, flyers and technical info guides for customers on our new products

The ideal candidate is located in the greater Hartford Connecticut area, however, we will work with the right applicant depending on location. Must be located in a central area near an airport.

We are a small but very successful Sales team looking for someone with a strong work ethic that is flexible, dependable and willing to drive growth in sync with our Service and Metalworking departments. We aggressively promote from within the company and are looking for candidates willing to take on larger management roles within a couple years.

We offer industry competitive salary, excellent benefits for you and your family, added commission program as well as a flexible work environment in a team atmosphere.

BENZ INC., A DIVISION OF STILES MACHINERY INC.

1232 Commerce Street SW
28613 Conover, NC

US

+1 704-529-5300

Klaudia.Sanders@benz-inc.com

www.benztooling.com