

## **Elcomplus Regional Sales Manager**

Location: Miami, FL

Elcomplus is currently looking for a Regional Sales Manager. The Regional Sales Manager is responsible for market development and customer support activities for Elcomplus' SmartPTT dispatch console software for Motorola MOTOTRBO digital radio systems.

### **Overall responsibilities:**

- Collaborate with company executives to set and achieve annual sales targets
- Build and maintain strong relations with partners and expand customer base
- Create, execute and maintain sales and marketing plans for the region
- Identify and attend appropriate events for the promotion of Elcomplus and its products, actively participate in company exhibitions at such events, and prepare post-event analysis and evaluations for company executives
- Manage the customer contracting and invoicing process, and ensure fulfillment of contract obligations
- Develop competitor and market analyses
- Collaborate with company executives regarding product pricing policies and discounts
- Maintain accounts, contacts and potentials in CRM
- Other duties as assigned

### **Qualifications**

#### *Work experience*

B2B sales experience in two-way radio, IT equipment or software

Must have a proven background with technical product sales

Channel partner network development

#### *Preferred*

Knowledge of computer technologies and network technologies

Work experience with Motorola Solutions Inc.

Experience in MOTOTRBO radio equipment

#### *Education*

Bachelor's degree or equivalent combination of relevant education and experience, preferably in IT or Radio Sales

#### *Language*

Must be fluent in English (speaking, reading and writing)

#### *Professional courses*

Sales courses, management courses, project management courses

#### *Skills*

Customer needs identification

Objection handling

Marketing and promotion

Value-Added sales techniques

Solid presentation skills to large groups and senior level executive

Effective communication skills with all levels

#### *Personal qualities*

Team player

Self-starter

Excellent communication and presentation skills

Persistent

Responsible

### **About Elcomplus**

Elcomplus, Inc. is the US-based subsidiary of Elcomplus, LLC, a leading Russian radio services and software development company. Elcomplus is the developer of the SmartPTT radio dispatch console software for Motorola MOTOTRBO digital radio systems. SmartPTT is currently distributed through Motorola and a Motorola dealer network in more than 50 countries.