



BISHOPWISECARVER GROUP
A FAMILY OF SOLUTIONS

INTERESTED?
CONTACT:

HR Director
(925) 431-8213
hr@bwc.com
www.bwc.com

JOIN OUR TEAM!

REGIONAL SALES MANAGER - MIDWEST

About Us

Bishop-Wisecarver Group (BWG) manufactures and builds linear and rotary motion solutions, custom complex assemblies, and optimal embedded intelligence systems. **BWG is located in Pittsburg, California** and is seeking a **Regional Sales Manager – Midwest Region** to help take our company to the next level.

BWG is expanding and we are looking for individuals that can thrive in a fast-paced, high-energy environment with a **positive can-do attitude, high integrity and extraordinary leadership skills.**

This position requires you to work **from a home office, near a major airport in the Mid-West (preferably Chicago), and travel over 75% of the time.** The ideal candidate has the ability to lead and mentor successful sales teams and a proven history of effective territory and account management by meeting sales targets and generating increased revenue.

RESPONSIBILITIES

- Lead new business development efforts by executing on opportunities that lead to sources of new revenue, new markets, and new capabilities
- Continually grow our new customer base and create programs to retain and nurture current customers
- Own sales operations including pricing, sales processes and customer service

LEADERSHIP/CULTURAL REQUIREMENTS

- Passionate about coaching and training a growing sales team. Effective at setting, evaluating & inspiring individual and team goals that develop sales people to promote culture through results
- Manage sales targets by effectively managing sales of company products to Independent Sales Representatives and Authorized Distributor networks, OEMs and Design Integrators, including conducting product training and application training at OEM and Distributor locations
- Analyze customer data to determine customer trends regarding historical dollar sales, product purchase and buying patterns to design effective client communication.

CORPORATE OFFICE

2104 Martin Way | Pittsburg, CA 94565-5027

collaborative + mechatronic + innovation

888.580.8272 | 925.439.8272 • fax. 925.439.5931 • www.bwc.com



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REQUIREMENTS:

- BS/BA in Business or Engineering ideal
- 5 plus years of experience selling to automation and motion control industries
- Extensive experience working and managing manufacturer representative firms is a must
- Excellent communicator with ability to build strong and trusting relationships
- Excellent presentation as well as verbal and written communication skills
- Demonstrated knowledge of CRM system and sales database management

Bishop-Wisecarver Group is an equal opportunity employer. For more information please visit our website at: www.bwc.com

If you are interested in joining the BWG family, please reply to this ad and include your resume and **salary requirements**.