



**BISHOPWISECARVER**  
A FAMILY OF SOLUTIONS



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**CONTACT:**

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**Regional Sales Manager – Western Region**

We are seeking a highly-motivated Regional Sales Manager with an entrepreneurial spirit and a demonstrated track record of meeting and exceeding sales quota to manage our Western Region. You will be responsible for the overall sales efforts by managing various sales channels such as Distribution OEM, and Design Integrators in California, Nevada, Oregon, Washington, Idaho, Montana and British Columbia. You will work out of your home office, in Northern or Southern California near a major airport, and report to the Vice President of Sales.

As a Regional Sales Manager, you will be responsible for:

1. Developing relationships with specified customer segment to sustain and increase revenue levels through up-selling new products, services and order add-ons in order to meet or exceed revenue targets. Maintain daily documentation of customer interactions in Sugar CRM. Daily use of Sugar tasks, leads and Opportunity pipeline is required. Proactively customize communications and activities to support customers' relationships. Recommend solutions based on customers' needs. Meet customers' needs as communicated, both pre- and post-sales: order placement, billing issues, product and service information. Establish and maintain appropriate contact levels for each customer. Monitor effectiveness and cost efficiency of communication.
2. Developing and implementing sales and marketing strategies for the territory.
3. Selling company products to Authorized Distributor networks, OEMs and Design Integrators.
4. Conducting product training and application training at OEM and Distributor locations.
5. Reviewing data on specific customers to determine customer behavior regarding historical dollar sales, product purchase and buying patterns. Analyze information and strategically plan communication. Analyze outside influences on behavior and incorporate into strategy. Create and deploy marketing collateral with marketing collaboration or independently with approval for Sales Management Team. Attend Quarterly Sales meetings; and other departmental meetings are required.
6. Participating in the development of literature and promotional materials/activities, trade exhibitions, and competitive analysis.
7. Utilizing CRM to provide status on quotes and leads, update contact information and write effective trip reports.
8. Developing and implementing sales and marketing strategies for the territory.
9. Managing the Territory Sales Manager who manages the direct channel.
10. Work with Vice President of Sales to ensure successful account coverage as required, ensuring smooth and seamless support for the customer.
11. Any other projects as assigned by Vice President of Sales.

And you will have:

- BS/BA – in Business or Engineering ideal
- 5 plus years of experience selling to automation and motion control industries
- 5 plus years of management experience
- Experience working and managing manufacturer rep firms is beneficial
- Proven track record of meeting or exceeding your sales quota
- Over 75% of travel within your region and quarterly trips to headquarters

- The ability to meet with engineers and assist with design and selecting products
- Demonstrated prior success in achieving results using team driven philosophies
- Demonstrated proficiency in supporting corporate
- Excellent verbal and written communication skills
- Reside in Northern or Southern CA near a major airport.

Encouraging our customer's imaginations through linear and rotary motion innovations since 1950, Bishop-Wisecarver Corporation is a second generation woman-owned manufacturing company that specializes in linear, rotary, and curved track guided motion technology and custom engineered solutions. Bishop-Wisecarver is the original creator of the DualVee® guide wheel technology, and we offer tough yet cost effective solutions that provide supreme performance advantages. Visit us online at [www.bwc.com](http://www.bwc.com) and connect with us through Twitter, Facebook, YouTube and Blogger.

If this opportunity matches your background and career goals, please reply to this ad your current resume with a cover letter outlining your professional goals, where you found this ad, and your salary history & salary requirements.

Katie Mendoza, HR Manager  
Bishop-Wisecarver Corporation  
Pittsburg, California

Please include "Regional Sales Manager –Western Region" in the subject line

**In the interest of time, your cover letter, resume, salary history & salary requirements, and incentive compensation MUST be included for your candidacy to be advanced.**

Bishop-Wisecarver Corporation is an Equal Employment Opportunity/Affirmative Action Employer. We are committed to creating a diverse environment. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.