

**Position:**

Regional Manager- West

**Location:**

Riverside, CA

**Job Description:**

The regional sales manager will lead a team of approximately 6 inside and 1 outside sales representatives to aggressively prospect and drive new sales within the local area. This position will provide strategic leadership for the group, and will ensure effective coordination of team efforts. The location sales manager will have responsibility for the location meeting its revenue and expense plan. Facilitation and coordination all sales order entries.

**Requirements:**

- ✓ Bachelors degree in a related major is preferred
- ✓ Must demonstrate at least 5 years of success in sales management or territory sales, and have a depth of experience in selling electrical and electronic wire and cable products
- ✓ Must have excellent leadership and communication skills to effectively manage a dynamic group of sales professionals
- ✓ Previous leadership experience is preferred
- ✓ Candidate must have strong analytical and decision-making skills
- ✓ Ability to work at a fast-pace and learn products, systems, and sales processes
- ✓ Willing to travel

**About WireXpress:**

WireXpress is a \$100 million redistributor of wire and cable, data communications, physical security, industrial networking and related support products. We are owned by an \$8 billion Fortune 500 company with over \$1 billion in inventory, but we are separately managed and sell exclusively to distributors.

WireXpress was created in

1988 to help distributors grow their sales by being able to quote more often and write more sales orders with more lines through additional access to brands, inventory and pricing.

WireXpress offers competitive salary and a bonus program to reward your results. We are known for our exceptional training and on-going development programs to support your career growth including a tuition reimbursement. We provide our employees excellent benefits including medical, dental, 401(k) with employer match, and additional company provided retirement benefits.

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