



Founded in 1995 in Germany, icotek has become an innovative leader in cable management & EMC cable shielding technologies for numerous industries. icotek manufactures and exports high quality products that are “made in Germany” to over 50 countries all over the world. icotek has been present in US and Canadian markets for over 10 years. icotek North America, headquartered in Chicago, IL provides complete customer and product support to the US, Canada and Mexico.

Area Sales Manager

Essential Job Functions:

- Create new customer & prospect accounts, recruit reps & distributors
- Cooperate closely with our reps & distributors and support them in product and sales training
- Report directly to the General Manager
- Field incoming customer calls and emails (technical & economical support)
- Develop and manage relationships with our targeted customers
- Develop presentations and host webinars about new products
- Support trade show attendances and seminars
- Utilize ABAS CRM to document sales activity

Requirements:

- Bachelor’s Degree in an economical or technical field
- At least 2 years of relevant experience in sales
- Technical understanding of our products and the ability to communicate the benefits
- Extensive experience in working with manufacturer representatives is a plus
- Proficient in MS Office
- Strong writing / communication skills
- Must be comfortable with 50 – 70%+ travel based on sales geography (within the Northeastern US and Canada)
- Excellent time management skills, ability to prioritize multiple tasks
- Knowledge in electrical theory is a plus

Benefits & Features:

- Full time employment
- 40 hrs/week
- Flexible working hours
- 15 paid vacation days + 10 paid public holidays
- Monthly salary
- Great base pay + personal bonus

Are you interested in challenging and varied tasks in a future-oriented and innovative industry?

Please send your resume to

icotek Corp.

North American Headquarters

222 W Ontario St, Ste 450

Chicago, IL 60654, USA

or send an e-mail to

info@icotek-usa.com