

Regional Sales Manager | Southern California/Southern Nevada

Pelco is a global leader in the design, development, and manufacture of predictive video security solutions including cameras, recording and management systems, software, and services. Our personal engagement with customers, resellers and technology partners drives the development and deployment of surveillance and security solutions with meaningful innovation. It's the foundation that Pelco has built its brand upon for over 25 years.

From the recently introduced [VideoXpert video management platform](#) to our industry-leading selection of [IP cameras](#) and [accessories](#), Pelco is committed to designing and delivering a broad range of high-quality, IP video security solutions, products, and systems that make The World Safer.

Position description:

The Regional Sales Manager acts as a primary contact for Pelco channel partners including Platinum, Gold, and Silver level integrators and distributors in the assigned territory, proactively manages their relationships and deploys sales actions and strategies in order to grow business and meet territory revenue goals.

Embraces and promotes Pelco values (Innovation & Excellence, Customer Focus, Integrity, Respect & Recognition, Collaboration, Ownership) in all actions to deliver on Pelco's vision of making the world safer through our mission to deliver distinctive video solutions and world-class customer experiences. Candidates are encouraged to visit www.pelco.com/aboutus to learn about our Vision, Mission and Values that are the cornerstone of Pelco.

The Regional Sales Manager position reports to the Sales Director.

Essential functions:

- Develop and execute territory business plans
- Build relationships with key personnel at channel partners who drive Pelco business
- Identify and understand customer challenges and recommend Pelco solutions
- Develop new opportunities with channel partners
- Support channel partners on joint end-user customer visits
- Provide Pelco product training
- Conduct product demonstrations
- Communicate key information on new products, announcements, and promotions

- Execute and support regional marketing events
- Develop and maintain healthy opportunity pipeline
- Conduct quarterly business reviews and monthly pipeline reviews with channel partners
- Provide accurate territory forecasting to sales leadership
- Assist channel partners with quotations and proposals
- Collaborate with Pelco colleagues including Business Development Managers, Vertical Managers, Inside Sales, and Technical Sales Engineering
- Meet/exceed assigned territory revenue targets
- Perform other related duties as assigned

Qualifications:

- Bachelor's degree in a technical area or business
- Five (+) years' experience in security solutions sales
- Three (+) years' customer facing experience (sales, account manager, key partners, etc.)
- Physical security experience (hardware and software)
- Excellent communication skills - written, verbal and interpersonal. Ability to communicate with all levels of the organization.
- Strong listening and presentation skills; ability to tailor the approach according to customer needs.
- Proven negotiation skills; ability to close business while achieving a high level of customer satisfaction
- Driven, resourceful, self-starter, with strong initiative
- Ability to thrive in a fast-paced, ever changing environment
- Excellent organizational and time-management skills
- High attention to detail
- Good working knowledge on Salesforce.com
- Established relationships and demonstrated success with integrators and distributors
- Demonstrated experience in prospecting new business
- Track record of meeting and exceeding sales quotas
- Ability to travel approximately 50%, however may vary based on business requirements

It is the policy of Pelco, Inc., to provide equal employment and advancement opportunities in the areas of recruiting, hiring, training, transferring, and promoting all qualified individuals regardless of race, religion, color, gender, disability, national origin, ancestry, age, military status, sexual orientation, marital status, or any other legally protected characteristic or conduct.

Pelco Inc. does not accept unsolicited resumes, from unsolicited search firms, and is not responsible for fees related to such.