



## **Product Sales Manager**

### **Fiber Optical Cable and Accessories**

#### **Responsibilities:**

- Establish and maintain ethical and professional relationships with customers, prospects and industry associates
- Develop and execute a sales plan for the assigned territory
- Identify and target new prospects within the Telecom Operator / CATV market
- Analyze customer and prospect activity and respond as required to meet sales plan
- Schedule and execute direct sales calls on all centers of influence at the Telecom Operators (Supply Chain, Standards, Project Engineering, Warehouse, Construction Management, etc.)
- Develop and deliver oral and written presentations to customers and prospects
- Coordinate resolution of customer issues with appropriate internal resources (sales administration, product management, manufacturing, engineering, credit etc.)
- Generate and communicate to management market intelligence.
- Work with product channels (i.e. Utility & Industrial) to assist in forecasting and selling of non-telecom products within the utility marketplace
- Communicate new pricing, product and related industry information to customers and prospects timely
- Promote and facilitate product training and plant tours with customers and prospects
- Assist product managers and regional sales director with pricing decisions, product introduction, inventory decisions and major product group forecasting
- Communicate overall customer needs and concerns to management
- Participate in regional trade shows as required
- Appropriate coverage will require travel throughout the whole United States

#### **Qualifications**

- Professional, poised, aggressive, self-starter, quick learner, persuasive
- Excellent interpersonal skills, relationship builder
- Excellent communication skills (oral and written)
- Excellent organizational and managerial skills
- Technically oriented, with technical knowledge of telecom infrastructure
- Works productively in unstructured environment, emotionally stable
- PC literate (PowerPoint, Word, Excel)



- Demonstrated ability to sell and meet assigned sales goals
- Bachelor's degree (technical preferred)

**Requirement:**

- Minimum 3-5 years outside sales experience, preferably with telecom operators, engineering firm, fiber optical cable manufacturer or cable distributor
- Knowledge of fiber optic industry & products