



## LPS Laboratories

*An Illinois Tool Works Company*

4647 Hugh Howell Road • Tucker, GA 30084 U.S.A.

FAX: (770) 243-8990

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**Position Title:**           **Regional Sales Manager**

**Position Description:** LPS has an excellent opportunity to join our team in an Industrial Regional Sales position. Position based in Boston/ Springfield market, covering Massachusetts, Connecticut, Rhode Island, Vermont, Maine and New Hampshire.

**Responsibilities:**

- Grow the business through effective account management, working with our distribution network and major end users (new and existing)
- Develop, prospect, qualify and close leads in the territory
- Prepare and provide a monthly territory report and an annual business plan relating to target account status, sales volumes, scheduling and key issues
- Identify market needs, trends, and opportunities to support new product development initiatives
- Meet 30-50% overnight travel requirements

**Skills:** Successful candidate should have the following behavioral characteristics, skills and competencies:

- College degree and/or 5 – 7 years equitable professional selling experience
- Excellent verbal and written communication skills
- Strong persuasive, negotiating skills with challenging audiences
- A demonstrated track record of solid prospecting and closing selling skills
- Commitment and willingness to strive toward achieving LPS goals and business objectives
- Innovative and “out of the box” thinker
- Organized, with the ability to prioritize tasks and projects is imperative
- Takes ownership in learning product line and problem solving applications
- Computer proficient/contact management software working knowledge preferred
- Acts ethically and with integrity in all dealings
- Understanding of 80/20 business philosophies

**Computer Skills:** Proficient in: Microsoft Office 2007

To be considered for an interview, candidates must meet the basic qualifications and provide resume including salary expectations. Please send resume in MS Word format referencing R12 to [hring@lpslabs.com](mailto:hring@lpslabs.com).

EEO/AA/M/F/V/D



Internet Web Site: [www.lpslabs.com](http://www.lpslabs.com)