



## Regional Sales Manager (m/f/d)

Full-time

DoorBird develops, produces and markets high-quality IP video door intercom systems worldwide and is part of the ASSA ABLOY Group, the leading manufacturer and supplier of locking and security systems.

To strengthen our team in Jacksonville, FL, we are looking for a full-time Regional Sales Manager (m/f/d) for the earliest possible start date.

### **What we offer:**

- Competitive compensation package
- 401(k) with company match
- Generous bonus structure based on overall territory revenue
- Health insurance
- Stable hours and excellent work/life balance
- Generous PTO
- Sick Leave
- 12 Paid Holidays
- Collaborative work environment
- Modern office space near St. Johns town center
- Work from home on Wednesdays
- Job Type: Full-time

### **About you**

- BS/BA Degree or relevant work experience
- Minimum 1 year of sales or account management experience preferably in the gate, smart home, security or access control industry
- Demonstrable ability to communicate, present and influence key partners at all levels of an organization
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Experience delivering client-focused solutions to customer needs
- Persuasive presentation skills
- Clear and professional written and phone communication
- Positive outlook, attitude and strong internal drive
- Highly productive and proactive

- Enthusiasm for technology

### **About the Opportunity**

- Develop and cultivate relationships with reseller partners as a trusted advisor
- Serve as a point of contact for pre-sales and post-sales support for customers throughout North, Central and South America, Australia and New Zealand
- Answer incoming customer calls
- Become an expert in product knowledge
- Use excellent oral and written communication when interacting with customers
- Promptly follow-up on customer inquiries
- Generate new business with existing clients and/or identify areas of improvement
- Collaborate with the sales team to identify and grow opportunities within the territory
- Contribute to increasing the overall revenue in the territory
- Travel required: 25% - 50%

Are you looking for an appreciative company and want to work with modern smart home technologies? Then DoorBird is the right place for you! Look forward to a secure job in a globally established company with an inspiring corporate culture, flat hierarchies and fast decision-making processes.

Apply now using the quick application button.

Just send us your CV, your earliest possible start date and your monthly gross salary expectations to the following e-mail address:

career@doorbird.com

We are looking forward to you!

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