

# Regional Sales Manager

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## Enseo

For more than 18 years, Enseo has been known as the backbone of the hospitality in-room experience. The company's superior products, including set-back boxes and applications, are preferred by the world's largest hotel groups. Enseo is a dynamic and fast-paced technology provider that is transforming industries with emerging digital products. We are always on the lookout for world-class talent with a passion for exceeding expectations. Is that you?

## General Description

Our Sales Managers are lucky enough to sell the very best product in the industry. Our leading-edge technology is on the Most Wanted list by the biggest brands in the world. This is a challenging and highly rewarding position for someone passionate about building new and managing existing relationships, working with customers and internal teams, and driving growth.

## Skills

- Are you resilient?
- Can you smile in the face of adversity?
- Do you love talking to people and making lasting connections?
- Is being organized and detail-oriented in your DNA?
- Can you listen and understand customer needs and requirements?
- Are you goal driven and don't stop until you reach your target?

## Responsibilities

- You will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives.
- You will be an expert on our product and provide in person and virtual demonstrations to our customers and prospects.
- You will drive deals end to end. From lead generation and qualification, to solution development and presentation, to contract negotiations, to closing and delivery
- You will research accounts and industry trends to identify key players and generate interest.
- You will work with cross functional teams to ensure the proper delivery and timely payment of products and services to our clients.

## Benefits

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive pay and an extensive benefits package including paid time off, medical, dental and vision benefits. Plus, we work to maintain the best possible environment for our employees and strive to

provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.

**\*\*Looking for candidates in the NYC/Tri-State Area as well as AZ.\*\***

**Please send resume to Katy Ericson, Vice President of Human Resources at [kericson@enseo.com](mailto:kericson@enseo.com)**