



We believe that life safety comes first. We cannot compromise when it comes to protecting lives and property. Vetrotech Saint-Gobain International AG is an international leader in the manufacture of fire protection, safety and high performance glass for buildings and marine. Having grown successfully the market over many years, with headquarters in Switzerland, Vetrotech has several production sites in Europe and overseas as well as sales offices and its own test laboratories for safety glass.

In order to achieve our sales and growth objectives in the US, we are currently seeking for the North East territory (New York, Maine, Massachusetts, New Hampshire, Connecticut, Rhode Island):

Regional Sales Manager, home office based position

Your duties:

- Achieve Sales objectives defined with your manager
- Identify sales opportunities
- Develop relationships with strategic decision-makers
- Manage autonomously the sales process including activity and travel/appointment planning
- Collaboration with Regional Independent Representatives, other Regional Sales Managers and Inside Sales team

Your profile:

- Bachelor Degree in Architecture/Construction or in civil mechanical or electro engineering and/or proven experience in construction or glass & glazing or building material industry
- 3 - 5 years of experience in sales in construction sector in (part of) the given territory, ideally in architectural sales
- Good knowledge of construction administration and procedures
- Customer-oriented selling personality with strong influencing skills
- Well-structured and independent worker with good planning abilities, however a real team player
- Strong follow-up and (price) negotiating skills
- Strong communication skills (oral and written)
- Effective presentation skills before a group
- Reliable and self-motivated
- Analytic skills and open to improvements / changes; ability to perform in fast changing work environment.
- Ability to effectively interface with architects, contract managers, general contractors, contract glaziers
- Willingness to travel in your territory and also to the Vetrotech home base in Auburn WA
- Good knowledge of CRM systems (and will to use such) and MS Office as well as experience in reading CAD or technical drawings

Our offer:

- A homebased standalone position (however embedded in the Vetrotech world) in a very international, exciting environment, connected to a delocalized team.
- We let you make a difference with your knowledge - you can support our company with its continuous success

Interested?

Then please send your completed application to kevin.norcross@saint-gobain.com. For further question around the position, please contact Kevin Norcross, GM, +1 714 928 7624. More information under www.vetrotech.com and www.saint-gobain-northamerica.com

Please be aware that your application can be shared with people in the hiring hierarchy based out of the US (e.g. Switzerland).