

Job Description: Western Regional Electrical Power Utility/Industrial Automation Sales Manager

Description

Organization: ComNet Communications Networks, Danbury, CT

Job Title: Western Regional Utility Sales Manager

Reports To: Vice-President of North American Sales

Location: May be located anywhere within the western part of the U.S.

Role/Purpose

As the Western Regional Electrical Power Utility/Industrial Automation Sales Manager, you will be an important part of the highly successful and effective ComNet national sales team. You will be responsible for selling the company's full line of fiber optic, wireless, and copper media-based networking and communications products to the electrical utility/power transmission and distribution (PT & D) market, as well as the industrial automation market, throughout the western region of North America. A proven and successful track record of selling Ethernet and serial data transmission equipment to electrical power utilities, electrical utility cooperatives/rural electric providers, consulting engineers, system integrators, and the dealers and national distributors supporting this and the industrial automation market is required. You will also be responsible for building a dedicated sales channel to these vertical markets.

Education and Background

An AAS in Electrical Technology or similar technical discipline is desired, along with a minimum of 5 years of successful sales experience to the electrical utility/power transmission and distribution market. An extensive knowledge of Ethernet networking hardware, including managed Ethernet switches, routers, terminal servers, and SCADA networks is required. Knowledge of protective relaying equipment and the RTUs, IEDs, and metering equipment utilized within the PT & D industry is highly desirable. Familiarity with IEC 61850-3, IEEE 1613, NERC-CIP-5, NERC-CIP-14, KEMA, UL-508, and Class 1/Division 2 standards and specifications is also highly desirable.

Principal Duties and Responsibilities

Develop go-to-market (GTM) strategies including (but not limited to):

- Sales & Distribution strategies
- Sales projections aligned with the GTM strategy
- Channel enablement requirements

- Track and regularly report to the Vice-President of Sales and Vice-President of New Business Development on key performance indicators and trends for these vertical markets.

- Provide guidance and support to the ComNet sales rep network for these vertical markets.
- Collaborate with the ComNet Engineering and New Business Development staff to ensure the technology and products align with the company's business model and plan.

• **Requirements**

-An aggressive, hands-on, self-starter who can build and grow a successful vertical sales channel to the electrical utility/power transmission and distribution and industrial automation markets.

- Proven knowledge of go-to-market strategy for these verticals.
- Strong business fundamentals, and a background in providing solutions to complex customer technical problems.
- Exceptional customer/market research, analytical, conceptual, and problem solving skills.
- A demonstrated track record of delivering continuing sales growth.
- Excellent written & verbal communication and presentation skills, and a proven ability to communicate complex technical concepts to a highly technical customer base.
- A passion for technology, and knowledge of software, IT and technology trends unique to the electrical utility/power transmission and distribution market, and the industrial automation market.
- Extensive travel required within the western half of the U.S. and Canada

Compensation

- ComNet offers a competitive salary along with a sales commission plan.
- Health care benefits
- 401K plan