



ERLPhase Power Technologies Ltd  
74 Scurfield Blvd, Winnipeg, MB, Canada, R3Y1G4

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**Position:** Regional Sales Manager – NE USA  
**Reports to:** President / North America Sales Manager – Recording Products.

### **The Opportunity:**

ERLPhase Power Technologies Ltd seeks a professional, innovative and detailed individual for the position of Regional Sales Manager – NE USA. If you are a self starter, customer relationship focused, customer service oriented, a dynamic team player, technically well versed with Power Systems in general and with Power System Protection and Recording in particular, enjoy customer interaction as your profession and are looking to build a dynamic career, then this may be the position for you!

The Regional Sales Manager is responsible for developing sales in the assigned region, managing activities of application engineers, technical managers and channel partners, and for the development & implementation of sales strategy. Multi-tasking and time management are critical as the Regional Sales Manager will be managing both a set of accounts as well as a team. You would be working out of your home office (no more daily commuting). Travel up to 50% may be required.

### **Responsibilities**

- Develop relationships with customers to ensure smooth flow of information to them from ERLPhase. You are the key to new and repeat business.
- Develop key strategic accounts and relationships with channel partners.
- Maintain the CRM with opportunities to support your order plan.
- Develop and implement sales plan for the region on a quarterly basis.
- Maintain thorough knowledge of the company's products and applications.
- Maintain awareness of competitive offerings and market positioning.
- Report regularly on progress, prospective customer feedback, developing industry issues, and competitive activities.
- Participate in ERLPhase marketing and sales activities and industry technical meetings and conferences.
- Other duties as assigned



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### **Skills & Qualifications**

- B.S. in Electrical Engineering or equivalent work experience
- Minimum 5 years experience in protection and recording of electric power systems and experience in selling complex technology
- Proven track record in selling to utilities or complex technical sales in a related field at the senior level.
- Experience in managing and motivating sales teams.
- Excellent technical training, speaking and writing skills
- Ability to travel up to 50%
- Ability to learn new skills and assume new responsibilities
- Background check results satisfactory to ERLPhase
- Negative drug test result(s)
- Ability to work independently or closely with others
- Very strong computer and business software skills
- Exceptional organization and "get it done" skills

### **Preferred Technical Qualifications**

- Experience in power systems protection relay and recording settings and application in North America.