

## HEULE TOOL CORPORATION

### Regional Technical Sales Manager – Mexico Position

HEULE Tool Corporation is seeking a bilingual (English & Spanish) Regional technical Sales Manager to join our North American Sales Team to primarily Support and build up the Mexican tool market for our company. The candidate should have strong management skills and knowledge of cutting tool market. This position supports the Mexican market for engineered cutting tool products and services, provides support and information to existing customers, and works to bring new customers to our brand by Building customer relationships. Travel to job sites to interview customers to gather information on their tooling needs, requirements, and functions to determine sales opportunities. Attend trade shows and share information with potential customers on HEULE products. Work with a network of distributors and manufacturing representatives.

### ESSENTIAL DUTIES AND RESPONSIBILITIES

- Work with Spanish speaking customers and sales agents to provide technical support on products and services
- Build customer relationships in unit sales and profitability
- Creation and coordination of PR activities
- Establish and maintain technical fluency with all HEULE products
- Travel to job sites to interview customers to gather information on their tooling needs, requirements, and functions to determine sales opportunities (travel required about one week/month or less)
- Attend trade shows and share information with potential customers on HEULE products
- Work with a network of distributors and manufacturing representatives administration assistance to outside sales team
- Provide technical assistance to field representatives and end-users
- Support markets for engineered cutting tool products and services
- Provide support and information to existing customers and work to bring new customers to our brand

### QUALIFICATIONS / REQUIREMENTS

- Industrial Sales Experience in Mexico
- Technical degree or machining background
- Bilingual - English and Spanish
- Working knowledge of tooling applications (Drilling, Milling, etc)
- Previous experience with selling metal cutting products or industrial sales exposure
- Demonstrated verbal, written and presentation communication skills
- Ability to think, solve problems, and communicate creatively
- Self-motivated, timely, and attentive
- Ability to prioritize and multi-task among different projects

Contact the Job Poster

Gary Brown

President

[g.brown@heuletool.com](mailto:g.brown@heuletool.com)

Resume Send Email;

[HR@heuletool.com](mailto:HR@heuletool.com)

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#### JOB Details

Employee level

Coordinator

Industry

Manufacturing/ Sales

Employment Type

Full-Time

Job Function

International Sales

Manager - Mexico

- Knowledge of Microsoft Office, CRM knowledge a plus
- Ability to learn and use new technology
- Travel experience is a plus
- Passport or ability to obtain a passport
- Valid driver's license
- Experience with Enterprise Relationship Systems (ERP)
- People Management Experience
- Strong computer skills including Microsoft Excel, Word, PowerPoint & Outlook
- Must deal with constantly shifting priorities.
- A commitment to carrying out the Company's Quality Policy is required. An employee in this position must focus on customers' expectations, prevent problems, and strive for continuous improvement resulting in improved results for themselves, customers and other employees.

#### **OTHER DUTIES**

- Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

#### **EXPERIENCE / EDUCATION / TRAINING**

- Minimum 4-6 years Marketing experience.
- Some project management experience preferred.
- Bachelor's degree in related field

#### **Company Benefits:**

(There is a 60 day introductory period before benefits will become available)

- Full Health Insurance + HSA Contribution
- Accidental, Disability, Life Insurance
- Retirement 401 contribution with 6% Match by Heule (eligibility 2nd yr of employment)
- Profit Sharing 2-6year vesting schedule
- Social security(7.65%)/Medicare Heule portion
- Health club Membership (\$300.00/yr)
- education Program / Tuition assistance (up to \$600/yr)
- Monthly Bonus / Performance / Attendance / Co. Goals.
- 23/260 Paid Time Off (incl. All Holidays/Vacation/Personal Days (inc. Christmas-New Year)

#### **WORK ENVIRONMENT**

This position is a Salary job and is primarily 40 hour week MTWT 8am-5pm F 8am-4pm. From time to time there will be the requirement of travel, for instance to support a Trade show or for Training. All expenses will be paid for such instances. Extensive travel is required.

#### **Pay range unavailable**

Salary information is not available at the moment.