



COMTRAN

Innovative Systems. Engineered Solutions.

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Position Description: Regional Sales Manager – Midwest / Northeast region

Scope:

- Identify, target, and develop relationships with engineering firms and contractors to promote brand recognition of all Comtran products and implement Comtran's pull through strategy with key distributors
 - Provide business plans and strategies for penetrating target accounts/markets
 - Provide competitive landscape and market analysis
 - Forecast revenue and profit goals
- Ensure development activities are in accordance with the company strategy
- Develop and maintain effective customer relationships across all levels of key accounts

Responsibilities will include but are not limited to:

- Identify engineering and contractor targets
 - Promote Comtran product portfolio within the territory
 - Establish specification position for projects
 - Work with distribution partners for procurement of Comtran specified products
- Gather project or product details from customer
 - Work with other departments i.e. engineering, quality, finance etc. to communicate specific customer requirements
- Maintain and grow current Comtran distribution partners relationships
- Create, prepare, and conduct presentations as required
- Represent company at trade shows, association meetings, and other functions as required

Skills and Abilities:

- Ability to manage multistate sales territory and meet revenue targets
- Ability to understand and articulate technical aspects of Comtran products
- Ability to travel 70-80% of time
- Strong communication (written and oral) and follow through skills
- Strong computer skills in Microsoft Word, Excel and PowerPoint
- Experience with CRM system (i.e. Salesforce) a plus

Experience Requirements:

- Bachelor's degree, either technical or business, preferred
- Minimum of 5 years sales experience with a record of achieving sales goals in technical sales
- Background in wire and cable sales a plus
- Background in datacom, low voltage, or life safety (circuit integrity) markets a plus

About Marmon

"Marmon is our kind of company" Warren Buffett, Chairman of Berkshire Hathaway

The Marmon Group is a global association of diverse companies that operate independently. The association has approximately 130 business units that operate in 11 autonomous sectors. Through the 80/20 business model, Marmon promotes a decentralized management that focuses on niche markets and products with profitable growth potential. The innovative range of products and services offered by Marmon and the continuous improvements in operations and productivity allows Marmon to provide practical solutions to meet customer needs. Marmon has more than 15,000 employees and has been part of Berkshire Hathaway since 2008.

About Comtran

Comtran began operations in 1985 and joined Marmon in 2001. Comtran is an industry leader in datacom innovations and, through Marmon, belongs to a family of quality wire and cable companies that includes Energy,



A Marmon Wire & Cable/Berkshire Hathaway Company

High Performance, and Specialty Wire and Cable. Comtran is committed, through investing in and training employees, to continually improve performance to achieve the highest quality of products and services for our customers. Through common interaction with various Marmon cable companies, Comtran presents challenging and rewarding careers through a variety of experiences. You will enjoy a strong benefit package and as a key team member, the opportunity to make a difference.



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