



**NAPCO**

NAPCO Security Technologies

**Position: Regional Sales Manager- Eastern Region**  
**Division: Marks USA**  
**Reports to: VP, Global Sales and Marketing, Marks USA**

**Company: Marks USA, a division of NAPCO Security Technologies which is headquartered in Amityville, New York is a world-wide leader in the development and manufacturing of quality door hardware products. We are currently looking for a Regional Sales Manager for our Eastern Region to join our team of highly successful sales professionals.**

**Responsibilities:**

- **Must be able to manage their sales region and grow the business year over year. This is done by generating new business and developing new distribution points, calling on end users, locksmiths and additional vertical markets within the region.**
- **Has the task of developing new and incremental business within the product scope and be able to develop new leads of distributors, end users, locksmiths, integrators, etc. to present and successfully sell the Marks USA product line.**
- **Needs to manage a set of Independent Rep Agency's to grow the business within the specified region. The RSM shall attend trade shows; teach seminars, schedule sales calls with the reps and distributors in their regions.**
- **Development of relationships with all key decision-makers in your region.**
- **Lead, motivate, train and direct Independent Rep Agency Sales People.**
- **Analyze and provide direction as to where new business can be developed and lead and motivate sales team to accomplish.**
- **Learn the products technically and be able to sell and present the products with the ability to overcome objections.**

**Requirements:**

- **5+ years of experience within the locking industry.**
- **Superior communication and presentation skills.**
- **Effective planning and organization skills.**
- **Budget, Forecast generation experience.**
- **Candidate must be well organized, a self-starter, able to create relationships with our independent reps, customers, & end users.**

- **Computer skills are a must; Windows, MS Word, Excel, PowerPoint, Outlook, ACT – Contact Management System, etc.**
- **Heavy Travel Involved – 70%.**

**Territory consists of (ME, NH, MA, VT, NY, NJ, CT, PA, MD,DC, VA, NC, SC, GA, FL, WV, KY, IN, OH, MI, IL, WI)**

**Compensation and Benefits: We offer steady, stable, full-time work, and an attractive employment package, including: A competitive salary, 401(k), paid vacation, personal time off, paid holidays, long term disability insurance, tuition reimbursement, medical insurance, dental insurance, life insurance, promotional opportunities and career growth.**