



## **International Sales Manager**

### Company Overview

Established in Orange County, California, we are the leading supplier of outdoor digital merchandising displays and solutions to the quick service restaurant industry, the core product being the order confirmation display in the customer's drive-thru. This company is well-established in the industry with installations in all 50 states and in 27 countries, serving virtually every fast food chain in the US as an approved/preferred supplier. We are growing and profitable, and need great people to join our team as we build the business both within the fast food arena and as we take our technology to applicable other retail channels.

### Job Summary:

The position of Manager, International Sales requires that these duties be performed with little supervision. You will be required to assume responsibility for achieving monthly, quarterly and annual sales quotas as defined in your 2010 commission plan. You will be expected to develop and maintain a positive working relationship with our customers, suppliers and fellow employees.

### Position Title:

Manager, International Sales

### Reports to:

Vice President, Sales

### Key working Relationship and coordination with:

Vice President of International Sales

### Key Responsibilities:

As an employee of Delphi Display Systems, Inc., you are expected to perform the duties of a Customer Sales Representative and other duties that may be assigned as necessary. Your main duties will consist of the following:

- Responsible for all (International) Sales of Delphi Order Confirmation Systems products and related offerings (extended warranties, upgrades, refurbishments) in to the Quick Service Restaurant industry.
- Achieving/exceeding overall sales goals and gross profit quota.
- Develop solid working knowledge of Delphi's products and the ability to discuss key features, benefits and differentiators with potential customers.
- Become knowledgeable about the overall order entry process, such that all required customer information is secured in advance to insure purchase orders are accurately completed per Delphi's enterprise system.
- Establishing distributors in all required countries to sell and support Delphi products.
- International travel as required to develop and consummate distributor and customer relationships.

- 20% to 50% travel required
- Participate in industry and customer trade events as required.
- Prepare monthly sales reports including actual vs. plan, pipeline and forecast
- Take incoming customer calls and either resolve or facilitate a solution by marshalling other Company resources to achieve resolution. A key part to this will customer marketing/merchandising efforts either via telephone, in writing, direct mail or email to communicate the status and actions taken to insure appropriate customer satisfaction.
- Identify sales prospects and contact these and other accounts as assigned.
- Prepare presentations, proposals and sales orders
- Other duties/projects as assigned by the Vice President of Sales.

Knowledge/Skills/Abilities:

- Proficient in speaking and understanding of Mandarin and Japanese
- High energy, self-directed
- Excellent and compelling personal relationship skills
- Persuasive executive presence to represent the Company at customer trade events and meetings
- Must have the ability to research, develop new business as well as maintain/nurture existing business
- All-around athlete who is willing and able to “do whatever it takes” to get the job done
- Attention to detail in every aspect is paramount
- Must be able to interface and work with all departments
- Must know how to get results within a chaotic environment.
- Disciplined follow-up on all tasks is a strict requirement.

Credentials and Experience:

- Education: College degree required
- Minimum of 5 years of direct selling, customer telesales, and/or proactive customer service experience showing a track record of career progression and with demonstrable business-building results
- Previous work within the QSR industry is strongly recommended.

This is a full-time position with benefits: medical, dental, life insurance, 401(k).

Local Candidates Only. No relocation expense reimbursement.

NO RECRUITING AGENCIES, PLEASE

\*No phone calls please\*

Qualified candidates should submit their resumes along with salary history/requirements to: [HR@delphidisplay.com](mailto:HR@delphidisplay.com)