



## Regional Sales Manager

Based on recent growth, TIP Technologies is looking for a self-motivated, experienced software sales professional to manage an assigned territory working out of our Pewaukee, WI office. For the right candidate, consideration will be given to working out of a remote home office.

We offer pay based on experience, opportunity for growth and benefits, in a casual work environment.

### About TIP Technologies

**TIP Technologies, Inc.** is the world leader in providing Enterprise Quality Assurance Software. Our software offering (**TIPQA™**) is specifically designed for the quality requirements of Aerospace & Defense and other low volume high mix manufacturers in regulated industries where quality is mission critical. Implemented at 7 of the Top 10 US Aerospace and Defense companies, **TIPQA™** can interoperate with most Legacy/ERP systems to extend on-line visibility and traceability from Receiving all the way through final product shipment. Recently, **TIPQA™** has evolved beyond quality into providing as built configuration records with complete quality history.

### Position Summary

In the position of Regional Sales Manager, you will be responsible for fostering the continued profitable growth of TIP Technologies, Inc. in an assigned territory. You will develop a strategic direction for your territory managing existing Enterprise customers and uncovering new opportunities, primarily in the Aerospace, Defense and other low volume high mix manufacturing sectors. Up to 30% travel is required, although much of the sales process is managed via the phone, e-mail and the Web. This position reports directly to the Vice President of Sales & Marketing.

### Responsibilities

- Manage a geographic territory as well as Key Enterprise Accounts.
- Be responsible for \$1M annual sales quota
- Manage the sales process from product demonstration via the web through successful implementation.
- Put effective action plans in place to overcome obstacles throughout the sales process
- Utilize a touch system of staying in meaningful contact with opportunities that are 1-2 years out.

### Qualifications

- BS in Marketing or related field
- 5+ years of inside or outside IT related sales experience - enterprise software or similar product sales experience sales process is preferred
- Strong organization skills with the ability to multitask
- Demonstrated history of consistently delivering on expectations and achieving quota
- Demonstrated ability to be self motivated and goal oriented
- Demonstrated success in areas of critical thinking and problem solving
- Ability to travel, domestically and internationally.
- Strong oral and written presentation skills with proficiency with Microsoft Office.

Candidates responding to this posting must currently possess the eligibility to work in the United States.

Please submit your resume to [jobs@tiptech.com](mailto:jobs@tiptech.com). Only those candidates of interest will be contacted.

For more information, please visit: [www.tiptech.com](http://www.tiptech.com)