**Regional Sales Manager Northwest**

**COMPANY OVERVIEW**

SawStop is the world leader in power tool safety.

Headquartered in Tualatin, Oregon we design, engineer, and manufacture innovative woodworking power tools and accessories for amateur and professional markets. All SawStop power tools feature our patented safety technology that has saved tens of thousands of users from devastating, life-changing table saw injuries.

Our commitment to quality, innovation, and safety over the past 20 years has made us the industry leader. We’re a passionate, collaborative, and intellectually curious group of nearly 100 professionals who care as much about each other as we do our product. Focused on innovation and best-in-class quality, we are always looking for smart creative thinkers to expand our product line and reach new markets.

[Learn more about why SawStop is a great place to work.](https://www.sawstop.com/images/uploads/documents/WhySawStop_EmploymentFlyer_General.pdf)

**POSITION FUNCTION**

This role serves to manage the relationship with SawStop dealers in the NW United States and British Columbia. Acts as a representative of SawStop to implement and coordinate sales and marketing activities that are mutually beneficial to SawStop and the dealers. Proactively solves problems and identifies solutions in the development of assigned market and dealers. Works collaboratively within a strong team environment that puts team needs and accomplishments first.

**RESPONSIBILITIES**

* Identification, qualification, recruitment, and development of dealers
* Working strategically and tactically with the owners/principals of dealers to increase

their overall SawStop sales

* Implementing and executing marketing initiatives to create demand and drive sell-through of SawStop products
* Training dealers to successfully perform sales presentations, product demonstrations,

and close business

* End user customer prospecting and sales calls with dealers.
* Company and dealer tradeshow support
* Significant overnight travel (>60%) including some weekends is required
* Multi-tasking all of the above and more in order to build a successful dealer base

**QUALIFICATIONS**

* 5+ years of previous tools or machinery sales experience, preferably in the

woodworking industry

* Excellent presentation, written, and verbal communication skills
* Demonstrated ability to take initiative, identify challenges and provide solutions.
* Desire and ability to be successful in a dynamic environment
* Motivation to succeed as part of a team, in a demanding sales environment and report weekly sales activities
* Must display strong commitment to integrity, follow through, and customer orientation
* Bachelor’s Degree

**BENEFITS**

Our Team Members are what make SawStop special. That’s why we’re committed to taking care of our team through a comprehensive benefits program.

* Employee-Centered Medical Plan – 95% paid for the employee and eligible dependents
* Available Health Savings Plan
* 100% Paid Dental
* 100% Paid Vision
* Remote Work Schedule
* Basic Life and AD&D Insurance
* Short Term and Long-Term Disability Insurance
* Employee Assistance Program for Mental Health Services
* 401k Retirement Plans with Company Match
* Paid Time Off and Holidays
* Tutoring Support for Team Member’s Kids (Grades K-12)
* Competitive Compensation Package
* Opportunities for Professional Development

***Please include a cover letter with all applications.***