

**Live the way you are - naturally individual:**

**UNILUX - German market leader in clad/wood windows and patented aluminium clad curtain walls**



UNILUX is part of the WERU Group, which as a manufacturer of windows and doors is one of the leading producers in Europe. Around half a million windows and 16,000 entry doors are produced annually at several production sites in Germany.

Together, the WERU Group is constantly developing and manufacturing products that continue to set standards in terms of energy efficiency, security, comfort and design. This is managed by over 1,300 experienced and qualified employees.

**To strengthen our US sales team, we are looking for you to join as soon as possible as**

## **Regional Sales Manager South East & Caribbeans**

**Florida, Louisiana, Mississippi, Alabama, Georgia, South & North Carolina, Tennessee, Kentucky, West Virginia, Virginia, Washington DC, Maryland, Delaware**

## **Regional Sales Manager Midwest**

**Michigan, Ohio, Indiana, Illinois, Wisconsin, Minnesota, Iowa, North Dakota, South Dakota, Nebraska**

Products are sold through a network of independent window & door dealers. The South Eastern Regional Sales Manager will support existing distribution, expand new distribution as well as work closely with the high end architectural community to drive sales.

Unilux expects knowledge of distribution within this territory and an experienced sales professional with proven success in growth of business.

### **JOB DESCRIPTION**

- 50-65% travel required in multiple states, working with distribution and architects
- Product knowledge and sales training of existing and new distributors
- New business development
- Architectural presentations
- Scheduling architectural and dealer training trips to manufacturing facility in Germany
- Jobsite visits, installation consulting and troubleshooting product
- Liaison between customer service department & distribution
- Trade shows and other marketing activities

### **JOB REQUIREMENTS**

- Minimum 5 years of window and door sales experience.
- Strategic thinker with the ability to create sales forecast and execute sales plan.
- Excellent verbal, written and communication skills
- Strong communication skills: power point, MS office, quoting software
- Ability to read architectural plans
- Strong building science background (preferred)

**Have we piqued your interest? Then we look forward to your detailed application.**

**We also welcome multi-brand sales reps to send in their cv if the Unilux product range would be a good fit to their existing portfolio.**

Please contact us :

Unilux GmbH, 54528 Salmtal, Germany

**Karel Schwengler, VP Export Sales**

[karel.schwengler@unilux.de](mailto:karel.schwengler@unilux.de)

[www.unilux.de](http://www.unilux.de) / [www.unilux-windows.com](http://www.unilux-windows.com)