



## International Sales Manager

**Position Summary:** The International Sales Manager will report directly to the Director of Bay Tek Entertainment. The sales manager will establish and manage a network of distributors and direct accounts throughout Latin America and other Spanish speaking regions They are responsible for working closely with these accounts and their sales staff to demonstrate product. Also, to attend trade shows along with customer visits to grow and maximize Bay Tek Entertainment equipment presence in the markets.

### Responsibilities:

- Become an expert in our products.
- Manage existing accounts, pursue new opportunities with distribution or create new direct sale growth.
- Understand each country's economic and political landscape to effectively support our customers in the market.
- Lead Territory business including: Sales, Distribution, Collection and provide Gold Standard Customer Experience
- Participate in International and Domestic tradeshow and conferences to promote Bay Tek Entertainment and support our customers in the market.
- Provide value and leadership to the entire Bay Tek sales team to help continue our collaborative team environment.

### Education/Training:

- Bachelor's Degree, with a minimum of 5 years of outstanding international sales experience

### Knowledge/Skills/Abilities:

- Planning, forecasting, implementing, and thinking big are key attributes to the position.
- Attention to detail is a must.
- Ability to work independently.
- Great communication skills
- Previous experience working with export documentation is a PLUS.
- Additional foreign language skills are a PLUS.

### Travel Requirements:

- Able to travel internationally and domestically.
- 60%-75% travel required.

### Working Environment:

- Office/Manufacturing Environment