

Job Title: Regional Sales Manager for Masterduct, Inc

Regional Manager will focus on potential new business and technologies that will assist the division in meeting and exceeding the division's growth objectives. Candidate must have demonstrated successful business development primarily through prospecting. Must have experience in long sell cycles and be able to maintain positive communication between all parties in the development process. Ideal candidate should have proficient computer skills, ability to learn new software management system, manage a detailed call plan by preparing a variety of reports, including activity, closings and expenses and have ability to work independently yet interact closely with our sales support team. Collaborates with Division to use judgment in determining pricing, target markets and product line forecasting. Interacts with customers, product engineering, operations and quality assurance function.

Reports directly to the National Sales Manager

Requirements and Qualifications:

- Responsible for new account identification thru prepared action plans and schedules. Must be able to document new technologies which may assist in growth of the division. Develop business models for the technologies which include projected sales, potential market penetration, gross margins, risk analysis, and business feasibility.
- Technical experience / technical skills (preferred plastics / hoses / pneumatics)
- Sales experience minimum of 7-10 years (preferred industry / dealership)
- Bachelor's Degree in Business or technical / engineering discipline.
- Hands-On-Mentality
- Entrepreneurial attitude
- Target and solution oriented
- Develops strategically targeted account-specific business plans that reflect an in-depth understanding of local market forces impacting product sales
- Region- United States
- Provides a high level of product expertise and customer service to all accounts
- Provides ideas to improve product and company performance
- Identify and resolve client concerns
- Travel up to 50% and as needed for training, trade shows, and customer calls. Will be required to travel domestically to develop product as well as abroad for training.
- Excellent oral and written communication and organizational skills
- Sales forecasting and promotional planning
- Keep abreast of industry, competitive and market trends
- Other duties as assigned.

Physical Demands & Work Environment:

- While performing the duties of this job, the employee is regularly required to drive; stand; walk; sit; use their hands; talk and listen. Employee is regularly required to use their hands and fingers operating a computer and a phone. The person performing these job functions will occasionally lift and/or move up to 60 pounds. Specific vision abilities required by this job include close, distance, color vision, and ability to adjust focus.

Compensations:

- Base salary + Commission
- Health insurance with BCBS and dental insurance covered 100% by Employer
- Paid holidays according to company policy
- 2 weeks paid vacation
- Laptop company cellular phone