

Job Posting

Southeastern Regional Sales Manager

BASIC PURPOSE:

Under the direction of the Global Sales Manager (GSM), maximize the sale of all Reotemp instrumentation products and services through independent distributors, OEMs and end users within an assigned geographical region.

PRINCIPLE ACCOUNTABILITIES:

- Manage all sales activities within the geographical region of responsibility (MS, TN, NC, SC, FL, GA, AL)
- Develop Distribution network
- Grow revenue and profits by selling to OEM accounts

ESSENTIAL FUNCTIONS:

- Create regional strategy and budget with GSM
- Meet or exceed annual sales objectives as established with GSM
- Manage expenses required to increase sales towards the established goals
- Develop and increase distributor business
- Develop and increase direct OEM business
- Provide regular sales coverage to existing account
- Establish and pursue target account programs
- Set annual goals and objectives with partner distributors
- Establish and conduct joint calls with distribution on target accounts
- Lead regional support team that includes inside sales and customer service
- Provide quotation follow-up, feedback on open quotations with Reotemp team
- Augment/alter distribution as necessary as result of analysis to achieve optimum coverage with prior approval of Sales Manager
- Analyze need for distributor coverage in market segments: power generation, oil & gas/ petrochemical/chemicals, food and beverage, water & wastewater

JOB SPECIFICATIONS/PERSONAL QUALIFICATIONS:

- Bachelor degree is preferred, but not required
- Five to seven years experience in industrial/technical sales, ideally with experience in instrumentation and/or process control and in the markets listed above.
- Excellent communication skills; verbal and written.
- Proficient presentation skills
- Computer literacy: Microsoft office, Sales CRM software

It is the policy of Reotemp Instrument Corporation to afford equal opportunity for employment to all individuals regardless of race, color, religious creed, sex, age, national origin, disability or veteran status.

Due to overwhelming response we will only be able to contact those applicants we wish to pursue.