

## SOUTHEAST REGIONAL SALES MANAGER

An innovative, expanding, international company rooted in the Annapolis/Kent Island area of Maryland is looking for a talented, experienced, sales professional for their **Southeast Regional Sales Manager**. This key position will cover Virginia, North Carolina, South Carolina, and Georgia, and is responsible for strengthening our business relationships with current accounts, as well as expanding market share and brand recognition within their region and throughout North America. This position will report directly to the National Sales Manager.

### Responsibilities:

- Engages in relationship building activities within target industries. Builds value added relationships with current customers and distributors, major end users, OEMs and key industry personnel.
- Educates and strategizes with industry personnel by hosting lunch and learns, meetings and joint visits
- Works closely with Technical Proposal Manager and National Sales Manager to develop sales strategies and execute sales plan to hit goals and KPIs for the region
- Expands sales revenue for the Southeast Region
- Communicates regularly with Engineering, After Sales and Production departments to ensure the highest level of customer service is achieved
- Maintains compressor industry knowledge by participating in educational opportunities, reading professional publications and maintaining networks, as well as tracking competitors
- Provide on-site technical consultation regarding products & systems by recommending product lines and identifying new product opportunities by surveying customer needs
- Completes reports and documents timely, accurately and efficiently
- Attends trade shows, professional seminars and internal company trainings and events
- Required to travel at least 50% of the time.

### Required Skills/Experience:

- College degree in a related study or commensurate experience in the compressor industry
- Be detail-oriented with proficient computer skills, especially in the use of Microsoft products
- Must utilize Salesforce regularly to manage accounts
- Able to work independently, make good decisions, and work as part of a team
- Proactive: able to anticipate issues and provide solutions
- Maintains a high level of responsibility and accountability
- A quick learner and adapt well to changes
- Good communication and organizational skills
- A drive to learn new products and methods as well as draw on past experiences to help improve the company's products and methods

### Benefits & Compensation:

- Salary commensurate with experience
- Full medical & dental benefits, paid vacation & holidays, 401K, plus performance bonus
- Growth opportunities are available