



Job Opening - Regional Sales Manager – Firetube / East Coast

JOB PURPOSE:

To lead and direct the overall sales process and support the recruiting and management of the outside representative force for the East Coast Region. Reports to the VP of Operations

ESSENTIAL JOB DUTIES AND RESPONSIBILITIES:

- Work with, coach, sales representatives in your areas to develop sales plans to improve Victory brand awareness and market share.
- Lead the expansion of customer base by working with sales representatives, building and maintaining relationships with key accounts, and identifying new customer market opportunities.
- Collaborate with VP Operations, National Sales Manager and other RSM's to develop sales strategies, driving market share improvement in the firetube market.
- Provide a monthly report on business activity.
- Provide a monthly schedule in advance of travel and business agenda.
- Work with the firetube team and VEO marketing to improve sales tools for representatives including sales literature, technical data, and PowerPoint presentations
- Manage and maintain the reporting of active proposals and quoting pipeline in your areas.
- Identify, qualify and sign new sales representatives in open territories in your areas.
- Participate in trade shows.
- Manage the assigned geographic sales areas to maximize sales revenues and meet corporate objectives.
- Serve as the face of the business with end users and sales team providing manufacturing insights and business position.
- Assist as needed in project management for production orders.
- Analyze and review customer specifications both from a technical and commercial perspective (work with inside sales to develop a proposal and deliver proposal to rep in a timely fashion).
- Complete special projects and duties, as required.
- Adhere to all company policies and procedures.

ESSENTIAL JOB QUALIFICATIONS:

- B.S. in Mechanical or Chemical Engineering or commensurate experience.
- Minimum of 5 years of experience in the industrial/steam generation industry.
- A general understanding of heat transfer, thermodynamics, and fluid mechanics as they apply to the equipment manufactured or supplied by Victory Energy Operations (VEO).
- Hands on experience with Boiler/burner service, installation and repair is a plus.
- Working knowledge of sales practices and procedures as well as a proven track record of high performance in sales.
- Good working knowledge of vendor base in normally required materials/services.
- Strong communication, presentation and negotiation skills, both verbally and written.
- Strong customer service skills.
- Excellent planning and organizational skills
- Functional use of Microsoft Word, Excel, Outlook and Internet.

GENERAL SKILL REQUIREMENTS:

- Communication – Writes clearly, concisely, and persuasively; speaks tactfully and convincingly; listens well; shares work related information; must be computer literate, and capable.
- Problem solving – Ability to evaluate situations, review options and set priorities within scope of authority; must be able to identify activities for completing assignments by allocating time/resources; ability to multi-task and switch focus quickly.
- Initiative – Ability to be self-motivated and complete tasks without supervision' results oriented; seeks self-improvement, enhancement of skills, and professional growth.
- Meeting commitments – Assumes total accountability for meeting daily commitments with clear understanding of his/her impact on project schedules.
- Quality of work – Sets and maintains high goals and standards for self while understanding and conforming to team standards; achieves a volume of acceptable work within allotted time; work produced achieves established standards for thoroughness, accuracy, neatness, and acceptability.
- Professionalism – Must display high level of professionalism in conduct, attitude, and attire appropriate for the work area; ability to work with people at all levels; must understand "internal customer" concept; able to exercise authority and respond to criticism.
- Leadership – Ability to inspire teamwork and high morale; constructively influence the performance of others; able to obtain results through others; ability to solve problems and make decisions within the scope of authority.

This job description has been reviewed to ensure that essential functions and basic duties have been outlined. It is not intended to be construed as an exhaustive list of all functions, responsibilities, skills and abilities.