

## **REGIONAL SALES MANAGER**

### **About the Position**

As the Regional Sales Manager you will be responsible for acquiring, developing, and managing the customers within a defined territory. You will be responsible for all aspects of support to the customer. You will be responsible for developing new customers, while maintaining the existing customer base, and driving brand preference at the end-user level.

### **Essential Duties and Responsibilities**

1. Penetrate competitive accounts within the region.
2. Maintain and/or gain market share within the assigned region.
3. Communicate with customers one-on-one daily.
4. Focus the sales efforts around identifying and fulfilling customers' current and future needs utilizing solution-selling models.
5. Encourage open communications by listening attentively and actively. Seek to fully understand information from many points of view.
6. Display original thinking and creativity: Meet challenges with resourcefulness: Present ideas and information in a manner that gets others attention.
7. Set and achieve challenging goals; demonstrate persistence and overcome obstacles; measure self against standard of excellence; take calculated risks to accomplish your goals.
8. Manage conflicting priorities and multiple opportunities to find the best way of creating long-term success.
9. Understand organizations strengths & weaknesses: Analyze market and competition with the territory. Establishes sales objectives (Quotas) and creates a sales plan consistent with the objectives (Quotas) and goals set by the Sales/Marketing Manager. Maintain a reporting system to track the goals and objectives in a timely manner.
10. Prepare a budget and control expenses, and report these in a manner established by company policy.
11. Prepare and submit sales call reports weekly to the sales/marketing manager.
12. Maintain a customer database and submit monthly to the sales manager.
13. Maintain an exceptional knowledge of products and can demonstrate products to individuals or groups. Transfer product knowledge to customers, sales representatives, and other internal sales engineers.
14. Coordinates customer training.

15. Become familiar with Quality systems and all documentation and reporting requirements within the scope of quality programs established by the Quality Manager.
16. Organize and/or attend demonstrations, sales meetings, exhibitions, conventions, trade shows, and other promotional activities.
17. Assist in Pricing of products based on competitor's pricing established margins.
18. Work closely with Inside Sales Account Representatives and other internal departments in servicing our accounts.
19. Perform other tasks and jobs assigned by your immediate supervisor or senior company official that may not be directly related to sales activities or your job title or function.
20. Understanding and complying with all directives and company policies both written and verbally communicated by the company officers.
21. Actively pursue AML approvals at the end-user level and drive preference with users.

## **Requirements**

1. Capable of preserving confidential or sensitive information.
2. Effective time management, organization and multi-tasking skills.
3. Special people skills to deal with customers and an outbound personality.
4. Able to prospect non-member accounts.
5. Able to upgrade and deal with major businesses.
6. Very strong communication skills in writing and verbal.
7. Very good team player and should work well under pressure.
8. Able to foster member relation values.
9. Proven forecasting and customer service skills.
10. Ability to travel throughout our service territory as needed.

## **Qualifications and Education**

1. Knowledge of oil and gas industry.
2. Three – ten years related experience in the valve industry.
3. Excellent written and verbal communication skills.
4. Knowledge of ERP systems; proficient in Excel and Word software.
5. Preferably, bachelor's degree from four-year College or university.

## **Supervisory Responsibilities**

- Supervise and direct the sales-related activities of Taylor Valve Technology's representatives to ensure their efforts are concentrated on Taylor Valve Technology's interest.
- Actively support the training of Taylor Valve Technology's representatives, distributors, and Taylor Valve Technology's inside sales personnel.

## **Physical Demands**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this Job, the employee is regularly required to use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is frequently required to stand, walk, and sit. The employee is occasionally required to stoop, kneel, crouch, or crawl. The employee must occasionally lift and/or move up to 10 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

**OUR CORE VALUES: PASSION / LOYALTY / PRIDE / INTEGRITY / TRUST**