



**22806 Northwest Lake Drive
Houston, TX 77095
Tel: (713) 462-4181
Tel: (800) 447-4230
Fax: (832) 218-1104**

Position: Regional Outside Sales Manager – Gulf Coast

Reports to: Regional Outside Sales Director

Summary

The Outside Sales Representative is responsible for business development, intensely penetrating markets in designated region and properly promoting and selling the company's products and services while maintaining long-term relationships with existing customer base and establishing potential opportunities.

Duties and Responsibilities

- Develop long-term relationships through regular contact with customers to manage and interpret their requirements and keep them up to date on product line changes and modifications.
- Penetrate new customer accounts to drive growth and profitability.
- Provide pre-sales assistance, product training, and first level post-sales support to provide solutions to customers' concerns or problems.
- Support sales & marketing activities by attending trade shows, conferences, and other marketing events if necessary.
- Maintain and update customer accounts in Epicor / P21
- Follow-up on qualified leads and referrals and all sales activity through telephone, written and personal contact.
- Travel to customer locations as required, presenting company products, services, and pricing information in a professional manner. (At minimum 12-16 trips per year depending on shifting regional responsibilities.)
- Develop and maintain information on competitive position, monitor competitor product developments and make recommendations to improve company's competitive position.
- Monitor market and industry projects to identify market opportunities, to improve company position and provide efficient customer service.
- Prepare and provide customer demonstrations and user training to introduce new product releases.
- Prepare and submit call reports and expense reports in a timely manner.
- All other duties as required.

Knowledge, Skills and Abilities

- Self-motivated and able to work independently.
- Sound business judgment and complex problem-solving capabilities.
- Organization skills, experience prioritizing and managing multiple tasks / issues simultaneously.
- Able to work in fast-paced, self-directed environment.
- Strong product knowledge as well as customer knowledge.
- Excellent verbal and written communication skills.
- Excellent Relationship Management skills.
- This role requires overnight travel for 30-40% of the year.

Education and Qualifications

- Bachelor's degree in business, marketing or equivalent job-related training and experience
- 3+ year of Industrial Outside Sales experience
- 1-3 years of PVF knowledge a plus
- Must have a valid driver's license