



Regional Sales Manager

Philadelphia, PA

Salary range \$50,000 - \$75,000, depending on experience, with on-target earnings of \$100,000+

We are a young, fast-growing provider of high-tech monitoring equipment to the oil and gas industries. We have already secured major clients, who are buying our products because they are high quality, efficient and robust. We are now looking for a talented and enthusiastic Regional Sales Manager with communication skills and integrity - to grow our business in key areas.

This position covers the Northeast Region; location is flexible.

You will have the following experience:

- 5+ yrs direct sales with a consistent track record of success and the references to support it
- Experience selling value-based or solutions sales of capital equipment (monitoring instrumentation an advantage) to oil, gas and petrochemical companies and to utilities
- Technical degree and/or extensive sales training courses
- Familiarity with MS-Office and lead tracking tools.

Reporting to the VP Sales in Cincinnati, you will manage and provide technical support to our existing customer base - and develop new business in your Region by:

- Identifying potential customers and the key decision-makers for our products in these companies
- Setting up a prospect database
- Lead generation through calls, visits and presentations
- Setting up field trials of our equipment, coordinating them to ensure that they meet their objectives
- Submitting quotations and proposals and managing our response to RFPs
- Establishing us as the preferred vendor for our product segments
- Supporting customers with technical information and advice on how to get the best out of our products
- Gathering market intelligence and sharing the information in a timely manner.

You will need to have the following skills:

- Full technical familiarity with our product range – we will provide training but you must already have sold products comprising electronics, communications and software
- A structured, disciplined approach to account management, including initial sales planning for your Region, "cold-calling", honest and realistic lead classification, creating and driving opportunities and regular, timely reporting

- Excellent presentation skills at executive level with small or large audiences in order to explain the features and benefits of our products in formal meetings, as well as over the phone, and to provide on-site and classroom-based training
- Technical competence to carry out field installations and provide technical support to customers in your region
- Market research skills including competitor analysis, input to new product development and providing feedback on trends in the oil and gas sector.
- Confident and multi-level communication skills (oral and written).
- Ability to travel widely in your Regional and occasionally beyond, including periodically outside the US.

You will be professional, self-managing, well-organised and have a good sense of humor. You will play a full part in sales meetings and adhere to the policies and procedures of the company.

In return for your success, we offer:

- An exciting and enthusiastic company, growing fast
- Excellent prospects by getting in at an early stage in our development
- Competitive remuneration (salary + commission)
- Full product training
- Flexibility to work from home
- Team-oriented environment with a clear vision for success.