

## **REGIONAL SALES MANAGER, OEM PRODUCTS**

**Reports to: National Sales Manager, OEM Composite Products**

**Classification: Exempt**

### **Basic Function:**

Manages the sales function and develop new business for the company's OEM division within the assigned territory through assertive, proactive, and innovative sales techniques.

Territory/territories will be determined based on the location of the selected candidate.

### **Summary:**

Fully seasoned sales professional, usually with five or more years of progressively successful experience, performing field promotional work and relationship management to sell and develop new business. May include work with current major accounts, development of new territories, new industries, or with customers where the full market potential or product acceptance has not been established. Demonstrates products / services and provides product application advice. Coordinates company technical engineering services to develop solutions to customers' needs. Coordinates price quotations and communicates or negotiates terms and conditions of sales within limits of authority. Investigates product quality or service issues and ensures resolution of customer complaints following company policies. Develops data relative to marketing trends, competitive products, and pricing, and submits reports to management. Prepares and submits reports on sales and marketing activities.

### **General Duties and Responsibilities:**

- Proactively evaluates and implements appropriate sales techniques to increase the region's sales volume and profitability and builds customer relationships (includes successfully selling at all levels of target accounts).
- Completes proactive outbound sales calls along with virtual and in-person visits to end users within OEM industries on a regular basis.
- Designs and recommends sales programs and sets short and long-term sales strategies.
- Responsible for the accuracy of quotations and other details to ensure customer satisfaction and compliance with company policy.
- Replies to all phone calls and emails and follows up on all leads within 24 hours.

- Communicates current as well as future planned sales activities.
- Provides support to the marketing and customer service departments as needed.
- Responsible for the tactical sales management activities for the region.
- Participates in margin management analysis.
- Responsible for submitting weekly reports on a timely basis.
- Regular attendance and the ability to get along in a team environment.
- Follows all safety rules and policies.
- Supports company continual improvement initiatives.
- Other duties as assigned.

**Educational and Experience Requirements:**

- A high school diploma with a minimum of 5 years' successful sales experience. Bachelors' degree in business preferred.
- Previous experience successfully selling into OEM markets and developing new business preferred.
- Demonstrated success selling in a commodity market.
- Working knowledge of MS Word, PowerPoint, Outlook, and Excel is a must. Working knowledge of Salesforce or similar CRM preferred.
- Superb communication skills, both written and verbal required.
- Strong interpersonal skills required with the ability to effectively interface with peers and management of other functional areas including sales, marketing, manufacturing, engineering, materials, finance, HR, and IT.
- Must be a self-motivator with a high-level sales ability.
- The ability and desire to travel is a must. Regional Manager expected to travel approximately 50% of their work hours.

**Physical Demands**

The physical demands of kneeling, reaching, standing, walking, lifting, talking, hearing, and repetitive motions are representative of those that must be met by an employee to successfully perform the essential functions of the position. Reasonable accommodation may be made to enable individuals with disabilities to perform these essential functions of the position.