

**Job Title:** Regional Sales Manager - Iwaki America/Walchem 0524      **Category:** Exempt  
**Reports To:** Director of Walchem Sales and Business Development

**Position Summary:** This position is responsible for the sale of the company's Walchem products in the Northeast U.S. region. The primary activities are:

- Development of large OEM accounts.
- Motivation, training and managing the distribution network.

**Essential Functions:**

- Determine sales strategies and goals for the region and for distributors.
- Identify, select and develop distributors and sales representatives.
- Provide diligent support, follow-up and ongoing dialogue with distributors and sales representatives.
- Develop and implement strong customer relationships.
- Prospect and identify new business opportunities
- Lead sales campaigns from identifying opportunities, to structuring the deal, negotiating and closing
- Manage and coordinate sales efforts through distribution
- Maintain up-to-date understanding of industry trends and technical developments that effect target markets
- Develop and deliver sales presentations
- Manage sales and product training programs
- Participate in sales forecasting and planning
- 35 to 50% overnight travel required

**Qualifications:**

- \*5+ years of experience in the industrial process industry, with an emphasis on water treatment experience, in a sales or business development capacity.
- BS in a technical field or Business/Marketing with proven technical competence. A strong chemical and water treatment background is a plus.
- Knowledge of process controls, sensors, and metering pumps and their applications.
- Familiarity with the markets, competitive pricing, industrial sales channels, distributors, sales representatives.
- \*Appropriate language skills in the territory for which responsible.
- \*Demonstrated competencies: development and identification of major customers, sales planning, goal development, management of market and product specific sales channels, product pricing and quotation techniques.

**Core Competencies:**

- Excellent oral and written communication skills including formal presentation skills before both small and large groups
- Data analysis and problem-solving skills
- Proven negotiation skills with special emphasis on closing the sale
- Successful relationship building skills
- Strong interpersonal, networking, and organizational skills
- Proficiency in Microsoft Office products
- Must be self-starter, results-oriented, high energy, customer oriented and a team player
- Possesses a sense of humor and enjoyment about work
- Recognizable integrity - earns the respect of others.

Delegation of Authority:

- The Iwaki America Inc. Delegation of Authority Matrix is incorporated herein by reference  
*\*denotes essential qualification*

May-24