

Job Title: Regional Sales Manager - Iwaki America 1123
Reports To: National Sales Manager

Category: Exempt

Position Summary: This position is responsible for the sale of the company's products in a specified region or major geographical area. The primary activity is:

- 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
- 30 to 50% overnight travel required

Qualifications:

- *5+ years of experience in the pump industry.
- BS in Engineering or Business/Marketing with proven technical competence. BSME or BS Mechanical engineering a plus
- Knowledge of centrifugal, air operated double diaphragm and/or metering pumps and their applications
- Familiar 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*

Nov-23