

Regional Sale Managers- South East, North Central Territories

RSM's primary function is to manage a geographical territory of SATEC sales representatives and promote SATEC products to the existing customer base, new prospective customers, distributors, etc., and achieve targeted sales growth from each territory. This position reports to the Company's VP of Sales and requires the individual to have a technical background and possess a minimum of two years technical sales experience and a BSEE/BSET. Previous experience with the electrical industry including switchgear, motors, protection, utility market, or construction preferred.

Sales Representative Management

- Achieve / exceed corporate sales growth goals from each territory. Major focus areas include:
 - o management of sales efforts to achieve target quotas
 - o coordination of sales efforts with Key Accounts
 - o spearheading new accounts with present non-customers
- Recommend replacement of non-performing Rep agencies in territory, and with VP of Sales approval, hire new Rep agencies.
- Maintain a "Key Activities" and a "Sales Account" Plan by territory, with monthly review and update.

Training and Technical Support of Representatives

- Insure that all sales representatives are adequately trained on all SATEC products and that they stay current with new product releases.
- Coordinate samples and demo equipment in territory.

Coordination of Sales Activities with Distributors (if applicable)

- Manage any Distributor / Rep relationship in each territory. Be key factory support contact for Distributors in territory.

Regional Shows, Tech Conferences, etc.

- Plan and support any regional shows and conferences in territory
- Support national shows, sales meetings, etc., in territory

Feedback on New Product Ideas, Applications, Literature Requirements, etc.

- Participate and provide territory feedback in Department and Corporate planning sessions, etc.

Direct Account Support in Territory

- Assist Marketing Dept. in direct sales efforts to Engineering and Design houses in territory such as Black & Veatch, Sargent & Lundy, Fluor, etc.

Job Requirement

- Four – year college engineering degree
- 2-3 years related sales experienced
- Knowledge of Instrumentation and/or three phase power or protection equipment, preferably with previous employment at a representative/distributor preferred.
- Ability to travel (USA) 70%