

Job Information			
Job Title:	Regional Sales Manager	Department:	
Reports To:	Regional VP dotted line report to VP Business Development	FLSA Status:	

Summary

The Regional Sales Manager is responsible for leading the assigned Region sales team, maximizing selling Arkos services and products, and building and maintaining customer relations as well as working closely with the RVP to develop and execute business plans and forecasts.

Essential Duties & Responsibilities

- Accountable for meeting the monthly order intake target for the assigned Region
- Define and implement order intake strategies for each account manager for the respective district or area responsible.
- Manage the activities of the Account Managers including face to face and virtual selling, sales calls, sales presentations and meeting targets.
- Analyze developments in relevant market areas including competition and report results/conclusions to the RVP and VP Business Development.
- Attend local trade shows and market related media events.
- Make sure that contract negotiations are in line with Arkos commercial, technical and business requirements/regulations and/or standards.
- Make sure that market intelligence is collected in the CRM and other designated systems in the form of visit reports and compressor installation information for both BC and OBC units.
- Prepare monthly order intake forecasts in accordance with Arkos strategies and targets.
- Proactively lead the sales team in accordance with Arkos code of conduct, ensure all sales staff are motivated and receive the necessary support to work efficiently in a successful.
- Work closely with VP BD to identify, request and seek approval for internal and external training requirements and further educational needs for the sales staff.
- Recommend and seek approval for personal objectives for the sales staff from the RVP and VP Business Development.
- Assign order intake objectives for the Account Managers and monitor progress toward achieving those results.
- Proactively participate in the management team of the assigned Region and the overall sales organization.
- Comply with all Health and Safety Requirements according to the company's Safety Manual and strictly enforce a zero "0" tolerance policy.
- Other duties as assigned.

Qualifications

EDUCATION & EXPERIENCE

- Bachelor's degree (B.A./B.S.) from four-year college or university (preferred)
- Five years related sales management experience and/or training
- Must have previous Sales Management experience or equivalent
- Aftermarket Compression Service experience is preferred but not required

LANGUAGE/MATH/REASONING ABILITY

- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

- Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume. Ability to apply concepts of basic algebra and geometry.
- Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form. Ability to deal with problems involving several concrete variables in standardized situations.

COMPUTER SKILLS

- Proficient personal computer skills including MS Office, electronic mail, record keeping, routine database activity, word processing, spreadsheet, graphics, etc.

Competencies

- **Accountability:** Takes personal responsibility and ownership for adhering to all company policies and procedures while also completing work timely and in accordance with performance expectations.
- **Communication:** The ability to write and speak effectively using appropriate convention based on the situation; actively listens to others, asks questions to verify understanding, and uses tact and consideration when delivering feedback to others.
- **Quality:** Sets high standards and measures of excellence to ensure quality assurance in every aspect of work performed.
- **Computer Savvy:** The knowledge and ability to use computers and technology efficiently and effectively.
- **Customer Service:** The ability to demonstrate a series of activities designed to enhance the level of customer satisfaction.
- **Job Knowledge/Technical Knowledge:** Demonstrates a sound working knowledge of current role and the technical systems, applications and equipment used in performing this role, and understands the impact this role has on other business functions within the organization
- **Collaboration and Partnership:** Encourages and embrace dialogue from team members, while anticipating and resolving conflicting differences by exploring mutually agreeable solutions.
- **Attention to Detail:** Follows detailed procedures to ensure accuracy in the entry and reporting of data.

Physical Requirements

- Substantial movements (motion) of the wrist, hands, and/or fingers in a repetitive manner.
- Perceiving size, shape, temperature, or texture by touching with skin, particularly the fingertips.
- Perceiving the nature of sounds with or without correction, to receive detailed information through oral communication, and to make fine discrimination in sound, such as when making fine adjustments on equipment or machines.
- Exerting up to 50 pounds of force occasionally to lift, carry, pull, or otherwise move objects.
- Close vision (clear vision at 20 inches or less); Distance vision (clear vision at 20 feet or more); Color vision (ability to identify and distinguish colors); Peripheral vision (ability to observe an area that can be seen up and down or to the left and right while eyes are fixed on a given point)
- Moderate physical activity performing somewhat strenuous daily activities of a primarily administrative nature.
- Manual dexterity sufficient to reach/handle items, works with the fingers, and perceives attributes of objects and materials.

Working Environment

- Well-lighted, heated and/or air-conditioned indoor office/production setting with adequate ventilation.
- Moderate noise (examples: business office with computers and printers, light traffic)
- Significant travel (up to 75%) by land some air travel may be required.
- Regular working hours: Monday – Friday 8:00 – 5:00.
- May require working outside of regular business hours.

Employee Acknowledgment

My signature below acknowledges that I have received, read and understand this job description, and that I am expected to consistently demonstrate the essential job duties and core competencies of the position with or without reasonable accommodation. Furthermore, I acknowledge that I may be expected to perform additional tasks and projects as assigned, and I agree to perform such tasks and projects, along with the essential functions of my job, in accordance with the performance standards and expectations set forth by the company.

Employee Name (Printed)

Employee Signature

Date