



## JOB POSTING

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### **JOB TITLE: Regional Sales Manager**

**DEPARTMENT:** Sales

**POSTING DATE:** October 10, 2018

**REPORTS TO:** National Sales Manager

**CLOSING DATE:** November 10, 2018

### **SUMMARY OF POSITION**

We are looking for an experienced Outside Sales Rep to service an assigned midwestern territory in the USA. The ideal person for this role will have a proven track record of success in developing new business in a residential / commercial market. This person will practice solutions-based B2B sales and have a self-directed, "hunter" mentality.

Enercept provides an intensive training program, a lucrative commission structure, and excellent benefits. If this sounds like the opportunity you've been waiting for, read on!

The Regional Sales Manager will prospect, qualify and close new customers by selling structural insulated panels within a specific geographic territory, while meeting or exceeding monthly and annual quotas.

### **Distinguishing Characteristics:**

- Ability to identify, prospect and close new business.
- An entrepreneurial spirit with ability to work independently and develop a strategic business plan for their geographic territory.
- Interpersonal skills to establish relationships with prospective customers through prospecting and networking techniques.
- Ability to sell across multiple market segments
- An internal drive for success as an individual and as part of a team.

### **Duties and Responsibilities:**

- Primary job function is to increase revenue from new customers within assigned geographic territory.
- Develops a strategic and tactical sales/marketing and education plan for their territory.
- Identifies and closes new business opportunities.
- Prepare and present sales estimates and proposals to new customers while positioning Enercept building systems solutions to ever changing market demands.
- Utilization of Enercept's CRM. Monitor customer interactions to determine focus of sales efforts.
- Initiates and coordinates development of action plans to penetrate target markets.
- Develops a diverse sales strategy for the market that ensures attainment of company sales goals and profitability.
- Identifying sales opportunities and generating leads from your network and various tools, including LinkedIn and cold calls
- Determining and analyzing the customer's problems and concerns

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- Continuously analyzing progress through data and making improvements every day
- Preparing sales presentations and continuing education classes for the architect community.
- Establishing client relationships based on trust, reliability, and consistency
- Attending marketing related seminars, conferences, and exhibitions
- Must be willing to travel 35% of time.

### **Skills and Qualifications:**

- Continuous self-reflection and improvement: In order for our company to grow, we need members who also want to grow personally and professionally
- Systematic in your use of cold calling, emailing, and other avenues to generate leads
- Preference to use technology like a CRM to improve the sales process
- Excellent communication, social, and organizational skills to build relationships based on trust, reliability, and consistency
- Customer-focused insight and attention to detail
- Excellent time management skills
- Strategic and disciplined in determining and analyzing customer's wants, needs, and desires
- Excellent problem-solving skills. You will constantly use your problem-solving skills to identify and generate new business opportunities as well as solve a customer's pain point
- Continuous learner who understands the importance of questions and openness

### **Previous Experience:**

- Preferred: 3+ years B2B Outside Sales Experience.
- Preferred: Prior Sales Fundamentals Training.
- Required: Valid Drivers License.
- Solid experience with CRM software (e.g. Salesforce, or Hubspot) and MS Office
- Excellent verbal and written communication skills
- A confident and determined approach
- Self-motivation and drive
- A competitive streak

### **What Enercept Offers:**

- An autonomous environment where your earnings are based on your level of effort and success
- Base compensation plus commissions and uncapped commissions earnings potential.
- Company vehicle
- Comprehensive benefits package
- Training, tools and support for success.
- 401k with company match.
- Tuition reimbursement
- Competitive Medical Benefits