



Job Description - Regional Sales Manager

DATE: January 1, 2022

POSITION TITLE: Regional Sales Manager

JOB CODE:

DEPARTMENT/DIVISION: Sales Department

LOCATION (S): Remote

MANAGER: Vice President of Sales

CURRENT INCUMBANT:



OBJECTIVE:

This position is responsible for developing sustainable and profitable sales growth for BCR in a defined geographic area using manufacture's sales representatives (MSR). Sales activities include, working through representatives, to prospect, qualify, and close profitable opportunities for BCR.

BRIEF DESCRIPTION OF POSITION:

- Identifies and develops potential sales markets, specific accounts, or new customers. (prospecting)
- Meets with customers with a MSR and/or other BCR team members to assess the customer's needs and develop a solution using BCR products.
- Develop and grow positive relationships with both internal and external customers.
- Drives the sales process with the MSR through coordinating the quote, negotiations, terms & conditions, and closing of the order.
- Recruits, motivates, and manages MSR as well as manages their contractual obligations with BCR and resolves any conflict.
- Trains MSR on BCR products, processes, and procedures.



- Ensures customer satisfaction by maintaining a positive relationship with the customer. May include regular customer calls and follow-up on orders.
- Create tactical plans for achieving sales goals.
- Manages expenses regarding business travel and entertainment of customers.
- With the assistance of the inside sales and marketing specialist, maintain all prospects/opportunities within BCR's CRM.
- Create and maintain quarterly rocks within Align based on BCR strategic plan and with agreement of Manager.
- Participate in trade shows as needed to generate more presence in the market, develop customer relationships, and gain business opportunities.
- Attend various training sessions to improve success and performance in current or future positions. Courses may be related to product knowledge, sales techniques, managing MSR's, legally required courses and career development.
- Follows all BCR and customer safety protocols
- Complete other duties as required to assist the team to reach its goals.

KEY PERFORMANCE MEASURES

Sales volume

EDUCATION, EXPERIENCE AND CERTIFICATION/REGISTRATION DESIRED

- Bachelors (BS) degree in chemistry, biology or other science/engineering-based degree or equivalent experience
- Typically, degree and 5+ years of relevant hands-on experience.
- Possess an understanding of basic water and wastewater treatment operations and their impact on biosolids/residuals.
- Able to accurately read, interpret and comprehend plans and specifications.
- Possess excellent oral and written communication skills to effectively, clearly, accurately, and concisely present relevant information.
- Be computer literate possessing basic working knowledge of Microsoft Office and CRM.
- Able to perform simple engineering calculations and conduct comparison cost analysis for process operational parameters.
- Able to travel extensively and self-manage and motivate while working alone.



PHYSICAL & ENVIRONMENTAL FACTORS

- Physical Requirements:
Lift up to 50 lbs.
Standing most of the day - Stairs
- Environmental Factors:
Environmental factors vary based on customer site visited and include different chemicals utilized at Wastewater Treatment Facilities

OTHER REQUIREMENTS:

Travel estimated at minimum of 50-75%