

Commercial Industrial Regional Sales Manager

About the job

As the Commercial Industrial Regional Sales Manager, this position is responsible for carrying out all company goals and objectives, established by the CEO, for the region's expansion of services. This sales professional is responsible for exceeding sales revenue goals, developing and maintaining valued customer relationships, expanding the company's current customer base, and developing and maintaining professional selling skills.

As the Commercial Industrial Regional Sales Manager, the position is responsible for developing and managing the Commercial Industrial vertical market Siemens specific and other product lines northern Indiana and southern Michigan territory. The Commercial Industrial vertical is made up of commercial and industrial accounts: manufacturing, office buildings, warehouse, retail, hospitality, churches, and government. The goal is to develop relationships within each facility and to truly understand their challenges when it comes to life safety, security and communications systems. The keys to success for this position are:

- Identifying the key people and positions within the organization and understanding their strategic plans as it relates to life safety, security and communications specifically fire alarm and how we can align with their strategic goals.
- Organizing and presenting site walkthroughs with our engineering team and the owner to assist in the design of systems that will eliminate challenges.
- Performing a needs assessment to better understand the customer and how they will utilize the technology in their environment.
- Conveying our solution in written and presentation form. This includes having advanced skills in giving PowerPoint presentations in large groups and accurately and consistently expressing our products, solutions, competitive advantage, and project plans.
- Working architectural and engineering firms and assisting with spec writing for upcoming projects.
- Upholding to the company mission, "As a trusted advisor, we provide superior experiences in life safety, security and communication systems for critical environments."

Responsibilities:

- Service existing client base while generating new business to expand current customer base in the Commercial Industrial market territory primarily for fire alarm and other security products
- Meet or exceed established sales quota, goals and objectives as annually defined for related product and service areas within the market territory
- Provide timely and accurate response to customers' required proposal and/or bid circumstance
- Understand and complete the discovery process when working with customers
- Cultivate new and existing relationships with customers
- Make necessary sales presentations to customers and management as requested
- Promote Communication Company and our products and services
- Perform presentations utilizing PowerPoint and other related programs
- Present our value proposition, our "why", while clearly and successfully differentiating us from our competition
- Write and submit professional proposals
- Follow up on all sales leads in a timely and effective manner
- Provide accurate and timely submittal of sales orders and job notes to appropriate order processing and technical staff
- Track and provide accurate sales information in Q360 and to company management
- Track all leads, prospects and customers in the company CRM to manage funnel status and accurate projection and account contact information at all times
- Acquire and maintain sound knowledge of all product lines and services offered
- Consistently work with management to develop a competitive pricing structure
- Research and obtain information on skill development and specific training opportunities
- Other duties as required or assigned by company management

Qualifications:

The Commercial Industrial Regional Sales Manager shall possess a four-year degree from an accredited college or university with emphasis in business, marketing or engineering or an equivalent combination of education and experience in the field of sales or service of electronics equipment. The Commercial Industrial Regional Sales Manager should possess knowledge of customer relations, marketing and communications, and project management.

Travel:

It is expected that this position will require a moderate to considerable amount of local travel to customer and vendor sites – up to 70% during busy times.

Additional Skills and Abilities:

- Excellent written and verbal communication skills

- Responsible, self-motivated, self-starter, personable and well-organized
- Proficient with CRM systems
- Superior customer service skills with both internal and external customers
- Manage multiple tasks simultaneously
- Strong interpersonal skills; ability to work with diverse groups
- Proficiency in the use of personal computers including MS Word, Excel, Access, PowerPoint and Outlook
- Planning, organizing and implementing skills contributing to the successful completion of projects by specific due dates
- Effectively handles stressful situations
- Advanced read skills and able to effectively interpret general business documentation
- Valid and current driver's license.

Compensation:

Base salary based on experience, plus commission

Communication Company provides a rich offering of employee benefits including; Health, Long Term Disability, matching 401(k), vacation, etc.

Long-term growth opportunities exist. Equal Opportunity Employer.

<https://www.communication-co.com/>