

Michigan Regional Sales Manager

This company is a manufacturer's representative, and CEMS/process control systems integrator, selling environmental, industrial hygiene, safety, on-line process monitors as well as complete turn-key system services. We are currently seeking a qualified Regional Sales Manager to support our Continuous Emission Monitoring Systems (CEMS) integration and process analyzer business in Michigan & NE Indiana. Responsibilities include increasing business with existing customers and developing relationships with new customers in order to meet strategic business objectives and specific sales goals in the region.

Primary Responsibilities:

- Travel to customer sites to develop and maintain relationships, generate and qualify leads, manage the customer through a sales process, generate bookings, and conduct follow ups to ensure customer satisfaction.
- Maintain an in-depth knowledge of and, possess the ability to, professionally demonstrate the features and capabilities of various equipment to potential clients.
- Provide technical support to customers, field sales and engineering in the application of products into individual sites such as Power Plants, Petro-Chemical, Refineries, Steel, Paper, Manufacturing, Chemical, Landfills... etc.
- Provide technical information and services to solve application challenges and meet commercial needs related to the sale of CEMS and related equipment.
- Develop and manage sales forecast within assigned territory.
- Assist with all aspects of pricing, contract preparation and work with back office support to ensure timely generation of quotes and proper billing set-up.
- Establish relationships in various industry groups to further knowledge and expand network.
- Initiate efforts to provide other Control Analytics products and services to customers.
- 75% travel in the region, some overnight.

Requirements:

- Three years experience selling industrial instrumentation and/or controls in the region.
- BA/BS in Business, Engineering or related field.
- Strong motivation to develop new accounts while servicing existing accounts.
- Proven track record of sales achievement
- Excellent communication (verbal and written) and ability to interact on a technical level with internal and external personnel.
- Computer literacy required (MS Office applications, database and presentation software)

Compensation and Benefits:

This position offers a base salary plus a commission structure which is tied to individual goals and objectives. Other benefits include: car allowance, 401(K), medical, dental, vision, and LTD. To be considered for this position, please email your resume and salary history to insidesales@controlanalytics.com, thank you.