



Regional Sales Manager

Strategic HR Outsourcing Solutions (SOS HR) is a boutique RPO (Recruiting Process Outsourcing) firms specializing in all areas of Human Resources and Talent Acquisition/Recruiting. Our core expertise is in the area of HR Consulting, Staff Augmentation, Recruiting from A – Z, and Professional Services.

We attribute our record of growth to our thriving base of highly motivated, results-driven management team, employees, and consultant. If you have a positive attitude, strong work ethic, great customer service and the willingness to learn, then we want to talk to you!

We have a customer that has the below need for a perm position covering the Mid West (Ohio Valley, Western Pennsylvania, Indiana, Michigan, West Virginia) with 75% travel.

POSITION OVERVIEW

Regional Sales Manager - Industrial Solutions is responsible for developing and growing sales for Industrial Solutions in their assigned strategic market. The role will work directly with Industrial Equipment OEMs', Engineers, Consultants, Architects, Refrigeration Contractors, General Contractors and End User/Owners, and will utilize previous technical knowledge and experience to grow sales while driving acceptance of the Company's Panel Systems. Additionally, they will collaborate closely with the local Distributors to develop a complementary business growth process.

MAJOR RESPONSIBILITIES

- The Regional Sales Manager is responsible for the promotion and technical sales/support of the Company's Panel Systems with a focus on strategic initiatives.
- Develop and implement short term and long-range plans for their assigned territory.
- Develop and implement business growth plan for assigned strategic market;
- Develop a sales pipeline and execute towards the established business plan;
- Work closely with local Distributor to develop channel strategy including direct sales and development support for the distributor sales and project management team;
- Identify key with Industrial Equipment OEMs', Engineers, Consultants, Architects, Refrigeration Contractors, General Contractors and end user/owner;
- Leverage previous technical experience to solve technical problems;
- Promotes and provides technical onsite and remote sales support of the Company's Panel Systems
- Develop sales tools and competitive analysis;
- Provide real time voice-of-customer feedback to management;
- Provide input into product launches;
- Perform other duties as assigned.

REQUIREMENTS

- Bachelor's degree in Engineering, Business Administration or related field OR 4 years of experience in a technical sales/sales support,
- 3 years' progressive experience in capital equipment technical sales/sales support with specific experience in insulated panel systems, industrial refrigeration and or large construction service projects
- Consultative selling experience
- Ability to manage a fast paced, complex sales process

Preferred Qualifications:

- Ability to communicate at the executive level as well as plant operational level;
- Ability to recognize market trends and evaluate competitor strengths and weakness;
- Ability to travel up to 75% to adequately cover assigned territory.
- Ability to understand the complex sales process and direct closure strategies;
- Ability to work from a home office;
- Additional Qualifications:
- Effective negotiation skills;
- Effective presentation skills and ability to speak in front of groups;
- Experience with pricing and executing sales strategies;
- Experience working for a manufacturer selling capital equipment through distribution; • Experience in Installed Industrial Equipment industries preferred.
- Proficiency with business analysis and financial management;
- Proficiency with Microsoft Office Suite;
- Strong verbal and written communication skills;
- Working knowledge of OEM/Dealer distribution;

TRAVEL REQUIREMENTS

- 75% travel required

We are an EEO/Affirmative Action Employer that understands the value of diversity and its impact on a high performance culture.