

Orenco Systems, Inc.

Job Description

Job Title: Area Sales Manager **Job Code:** ASMGR
Salary Grade:
Department: Sales **FLSA Status:** Exempt

GENERAL POSITION SUMMARY:

This is an advanced level sales position that identifies, qualifies, pursues, and secures new business opportunities for the Company. The Area Sales Manager covers an assigned regional territory and assists Orenco Distributors and Dealers in that territory, communicating pertinent business related information necessary to maintain relations with Orenco. The Area Sales Manager will coordinate closely with the Account Manager and Regional Manager to establish business plans and develop market strategies, and communications back to Orenco regarding market information and opportunities. The incumbent also utilizes technical knowledge and training to assist customers in determining individualized needs, designs systems and recommends products appropriately, advises customers regarding equipment installation, usage, repair and maintenance, troubleshoots system problems and provides customer service in all internal and external interactions.

RESPONSIBILITIES:

Essential Functions:

➤ Market and Business Development

- Presents and sells company products and services to current and potential clients.
- Prepares action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Provides follow-up on new leads and referrals resulting from field activity.
- Identifies sales prospects and contact these and other accounts as assigned.
- Prepares presentations, proposals and sales contracts.
- Develops and maintains sales materials and current product knowledge.
- Establishes and maintains current client and potential client relationships.
- Identifies and resolves client concerns.
- Prepares a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicates new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Coordinates with other company staff to accomplish the work required to close sales.
- Manages sales-productivity software tools to effectively track your selling activities.
- Manages contact information for sales prospects and existing clients, and schedule visits or meetings with clients within your sales territory.
- Delivers sales presentations and collecting information about the client to assist in the development of marketing plans and sales strategies.
- Demonstrates commanding knowledge of your target customers, existing competitors in the marketplace and industry trends that may impact a buying decision.
- Maintains a regular calling or contact schedule with companies to identify more leads or resolve any problems that arise in existing client accounts.
- Works with clients, performing design review, and providing troubleshooting assistance.
- Researches customer requests regarding products and equipment, and directs customers to other sources of information, if necessary.

- Project Review
 - Assists customers in determining needs related to the design, development, installation, and maintenance of Orenco Systems wastewater handling equipment.
 - Utilizes technical knowledge/training and works with Technical Sales to ensure that customer orders for products, services, and equipment function in congruence to create the most efficient and cost effective systems, accurately meeting specific customer needs and Orenco Systems quality requirements.
 - Coordinates with Orenco Systems Engineers to evaluate customers' system design drawings and plans, providing suggestions and making recommendations as needed.
- Research
 - Assists with the research of competitive technologies and oversight of the competitive technology database.
- Training
 - Provides technical training for local or regional groups, as well as for internal use.
- Troubleshooting
 - Troubleshoots and assists end users in resolving minor problems involving system installation, repair, and maintenance.
- Other Essential Job Functions
 - Participates in team meetings and contributes ideas and opinions, continuously seeking improved methods by focusing maximum efficiency of the sales process and providing quality customer service.
 - Becomes familiar with Orenco related products and technologies by reading professional literature.
 - Performs other duties as assigned.
 - Regular attendance is an essential job function for this position.

EDUCATION:

BS degree in technical or business field is preferred.

KNOWLEDGE/SKILLS/EXPERIENCE:

- A minimum of 2 years experience as Sales Engineer I or Technical Sales II, or equivalent experience in other industry-related field and demonstrated ability to perform all functions.
- One year of experience in a related engineering field is desired.
- Ability to quickly gain a base knowledge of Orenco equipment and processes.
- Ability to learn state and local regulatory rules.
- Above average organizational skills are required.
- Exceptional verbal and written communications skills are required and all communications must be professional and courteous.
- Ability to give presentations on Orenco technologies.
- Ability to successfully interact with individuals from diverse backgrounds and extreme variations in educational levels.
- Keyboarding skills are required.
- Familiarity with spreadsheet and word processing software is required.
- Willingness and ability to travel an average of 3 days per week.
- Ability to be flexible and change priorities with little notice.

- Must possess a valid driver's license and have a satisfactory driving record.
- Ability to lift up to 70 pounds without accommodation.

TOOLS AND EQUIPMENT:

Calculator	Computer	Copier
FAX Machine	Ohmmeter	Printer
Multi-Line Phone with Intercom		

WORKING CONDITIONS:

Office environment with occasional exposure to outside elements when traveling or conducting field work.

PHYSICAL REQUIREMENTS:

Speaking, seeing, hearing, sitting, writing, and keyboarding.

Last revised: 12/28/2017