



## **Regional Sales Manager – Bio-Renewable**

### **Job Summary:**

Victory Energy Operations, a leading provider of energy solutions, is seeking a Regional Sales Manager in the Bio-Renewable sector to join our dynamic team of professionals. This is a remote position.

The successful candidate will be responsible for **development of the Aftermarket Ethanol / Bio-Renewable industry steam boiler business.**

### **Essential Duties and Responsibilities:**

- Development of opportunities in the Ethanol / Bio-Renewable sector.
- Introduction of new products and services to the Ethanol industries we serve.
- Further development of market opportunities that would entail new boiler equipment, rental, boiler retube projects, tube supply (including membrane and bending services), Long Term Service Agreements ("LTSA"), and spare parts sale.
- that is responsible for after-market spare parts sales.
- Coordinate and execute shipping dates with aftermarket sales team.
- Develop engineered solutions/retrofits to installed boilers and HRSGs.
- Coordinate with Engineering and Production Departments to propose and execute engineered solutions and retrofits.
- Field and respond to technical inquiries from customers.
- Overall accountability of customer relations and post-project execution, including the administration of warranty commitments.
- Guide the development of new customers.
- Support and assist in customer problem solving with a goal of strong customer relations.
- Coordinate aftermarket service opportunities and the supply of parts and service project with the service manager.

### **Other Job Duties:**

- Customer visits reporting
- Complete special projects (i.e., boiler operational test facility).
- Facilitate organizational/corporate goals and maintain and update Salesforce.

### **Essential Job Qualifications:**

- **B.S. in Mechanical or Chemical Engineering or commensurate experience**
- **Minimum of 5 years of experience in the industrial/steam generation industry.**
- A general understanding of heat transfer, thermodynamics, and fluid mechanics as they apply to the equipment manufactured and supplied by VEO. (Hands on experience with boiler/burner service, installation and repair is a plus.)
- **Experience with boilers and steam generation equipment.**
- Working knowledge of sales practices and procedures as well as a proven track record of high performance in sales
- Good working knowledge of vendor base in normally required materials/services.

- Strong customer services and planning and organizational skills.

#### **General Job Qualifications:**

- **Communication** –Writes clearly, concisely, and persuasively; speaks tactfully and convincingly; listens well; shares work related information; must be computer literate, and capable.
- **Problemsolving** –Ability to evaluate situations, review options and set priorities within scope of authority; must be able to identify activities for completing assignments by allocating time/resources; ability to multi-task and switch focus quickly.
- **Initiative** –Ability to be self-motivated and complete tasks without supervision' results oriented; seeks self-improvement, enhancement of skills, and professional growth.
- **Meeting commitments** –Assumes total accountability for meeting daily commitments with clear understanding of his/her impact on project schedules.
- **Quality of work** –Sets and maintains high goals and standards for self while understanding and conforming to team standards; achieves a volume of acceptable work within allotted time; work produced achieves established standards for thoroughness, accuracy, neatness, and acceptability.
- **Professionalism** – Must display high level of professionalism in conduct, attitude, and attire appropriate for the work area; ability to work with people at all levels; must understand "internal customer" concept; able to exercise authority and respond to criticism.
- **Leadership** –Ability to inspire teamwork and high morale; constructively influence the performance of others; able to obtain results through others; ability to solve problems and make decisions within the scope of authority.

If you are a talented Sales Manager, we encourage you to apply for this exciting opportunity with Victory Energy Operations. We offer a competitive salary, comprehensive benefits package, and opportunities for professional growth and development.

How to Apply: To apply for this position please click on the link below:

[Victory Energy Employment Application - Victory Energy](#)

You may also send your resume directly to: [hr@victoryenergy.com](mailto:hr@victoryenergy.com)