



## **Regional Sales Manager West Coast and Northwest Region**

### **JOB PURPOSE:**

We are seeking a dynamic and results-driven Regional Sales Manager to lead our sales efforts in the U.S. West Coast and Northwest region. Direct the overall sales process and support the recruitment and management of the outside representative force for the region.

### **ESSENTIAL JOB DUTIES AND RESPONSIBILITIES:**

- Work with and coach sales representatives in your area to develop sales plans to improve Victory brand awareness and market share.
- Lead the expansion of our customer base by working with sales representatives, building and maintaining relationships with key accounts, and identifying new customer market opportunities.
- Collaborate with VP Operations, National Sales Manager and other RSM's to develop sales strategies, driving market share improvement in the firetube market.
- Work with the firetube team and VEO marketing to improve sales tools for representatives including sales literature, technical data, and PowerPoint presentations.
- Manage and maintain the reporting of active proposals and quoting pipeline in your area.
- Identify, qualify and sign new sales representatives in open territories in your areas.
- Participate in trade shows.
- Manage the assigned geographic sales areas to maximize sales revenues and meet corporate objectives.
- Serve as the face of the business with end users and sales team providing manufacturing insights and business position.
- Assist as needed in project management for production orders.
- Analyze and review customer specifications both from a technical and commercial perspective (work with inside sales to develop a proposal and deliver proposals to reps in a timely fashion).
- Complete special projects and duties, as required.
- Adhere to all company policies and procedures.

## **REQUIREMENTS:**

- 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 or supplied by Victory Energy. (Hands on experience with Boiler/burner service, installation and repair is a plus.)
- 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 communication, presentation, and negotiation skills, both verbally and written.
- Strong customer service skills.
- Excellent planning and organizational skills
- Functional use of Microsoft Word, Excel, Outlook, and Internet.

## **CORE COMPETENCIES**

- Sales
- Negotiation
- Problem solving
- Initiative
- Interdependence
- Meeting Commitments
- Professionalism
- Leadership

## **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)