

Regional Sales Manager – Bio-Renewable (Remote position located in IA, NE, IL or IN)

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 Ethanol / Bio-Renewable industry business.**

Essential Duties and Responsibilities:

- Development of opportunities in the Ethanol / Bio-renewable sector. Increase the brand awareness of Victory's product line.
- Collaborate with the VEO sales and business development teams to develop sales strategies, driving market share improvement in the Ethanol / Bio-renewable sector
- Development of market opportunities that would entail new boiler equipment, burner retrofits, rental boilers, Service projects including installation, re-tubes, annual maintenances with a focus on executing Long Term Service Agreements ("LTSA") with the Customers
- Introduction of new products and services to the Ethanol industries we serve.
- Work with the 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(s).
- Coordinate with Engineering and Production Departments to propose and execute engineered solutions and retrofits.
- Coordinate service opportunities and the supply of parts and service project with the service manager.
- Field and respond to technical inquiries from customers.
- Overall accountability of customer relations and post-project execution, including the administration of warranty commitments.
- Adhere to all company policies and procedures.

Essential Job Qualifications:

- Minimum of 5 years of experience in the Ethanol/Bio-renewables space. Experience in the Energy Center of the Ethanol Industry would be a plus.
- A general understanding of design and operational features of heat recovery and steam generation equipment including Combustion Technologies as they apply to the equipment manufactured or supplied by Victory Energy Operations (VEO).
- Hands on experience with Boiler/burner service, installation and repair is a plus.
- Functional use of Microsoft suite of products, CRM and ERP systems.
- 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.
- **Problem solving** – 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.