VICTORY ENERGY®
Full Steam Ahead!

Regional Sales Manager, Engineered to Order

OVERALL, JOB PURPOSE:

In support of Victory Energy's ("VEO") Strategic Plan, lead and direct the overall sales process and support the recruiting and management of the outside representative force for the Engineered to Product ("ETO") line. The ETO product line broadly encompasses all waste heat recovery applications, Economizers, High temperature thermal fluid generators and associated ancillary equipment. The ETO department is also responsible for the Sales of Combustion Retrofit projects. These products and applications are collectively the "ETO product line". This position will leverage VEO's core capabilities and lead the outward facing Sales efforts through Manufacturers Representatives as well as direct B2B channels.

This position reports to the V.P. of End Market Product Development.

ESSENTIAL JOB DUTIES AND RESPONSIBILITIES:

- Evaluate VEO's existing representative force and, if suitable, work to add the ETO product line to their representation agreement.
- Increase the brand awareness of Victory's ETO product line.
- Recruit and add representation in North America where gaps exist.
- Lead the expansion of Customer base by working with sales representatives, building and maintaining relationships with key accounts, and identifying new customer opportunities.
- Collaborate with the VEO sales and business development teams to develop sales strategies, driving market share improvement in the ETO market.
- 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).
- Participate in trade shows.
- Serve as the face of the business with end users and sales team providing manufacturing insights and business position.

- Analyze and review customer specifications both from a technical and commercial perspective (work with inside sales to develop a proposal and deliver proposal to rep in a timely fashion).
- Complete special projects and duties, as required.
- Adhere to all company policies and procedures.

EDUCATION AND EXPERIENCE:

- Minimum of 10 years of experience in the industrial steam generation / heat recovery industry / boiler burner industry.
- 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.

GENERAL SKILL REQUIREMENTS:

- 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.
- **How to Apply:**
- To apply for this position please click on the link below:
- Victory EnergyEmployment Application - Victory Energy
- You may also send your resume directly to: hr@victoryenergy.com