



Job Title: Regional Sales Manager

Reports To: President

Classification: Salaried Exempt – Full Time (remote)

Description

We are looking for a highly motivated sales professional to join our Commercial Team. As a Regional Sales Manager, you will sell, promote, and demonstrate the Everlasting Valve product range. The ideal candidate will reside in United States, preferably within a major city. This position reports to the President.

You will be able to drive two-way communications and clearly articulate our value proposition and engage our Channel Customers; End User Direct, Resellers and Sales Rep Group Agencies in jointly addressing their business priorities. This role will have the ability to define and implement sales plans, track economic drivers and industry activity, and understand the implications for customers' business, including new business opportunities, which are crucial for success.

Key Responsibilities

- Accountable for the direction, coordination, and growth of all industrial market sales through direct customer contact, channel and rep groups and close coordination with our manufacturing facility.
- Working in a managed environment which includes providing coaching, training and directions to Inside Sales, Application Support, Outside Rep Agencies and Distribution network channels in a heavy industrial setting supporting a variety of key markets in the Power Generation, Petro-chemical, Mining & Mineral, Cement Production and Synthetic Fuels.
- Performing customer site field visits, application observation / solutions, product demonstrations, training, & technical support with end-users and distribution channel partners. Driving strategic new engineered to order sales and solutions to expand markets and share.
- Developing, presenting, and executing annual business plans to deliver incremental sales growth.
- Developing and managing a monthly/yearly sales forecast.

- Developing and owning relationships with Sales Rep Groups, Key Distributor Partners and End Users within assigned territory.
- Be a subject matter expert for the product, applications, and provide insights into pricing programs for your given market.
- Supporting organizations through training and special projects execution.

Key Requirements

- Experience with end users and distribution channels, with an emphasis on Ball, Gate, Serve Duty Valves and/or Boiler Valves or similar industries
- Bachelor's Degree, preferably in Business, Marketing, Industrial Distribution, or other relevant disciplines
- Strong communication skills, both written and verbal

Preferred Qualifications That Set You Apart:

- Five years of experience in Sales, Marketing, or technical support of B2B Valves Sales preferred
- Proficiency in MS Excel & PowerPoint; CRM Application experience a plus.

Education Level

- Bachelor's Degree or equivalent

Experience Level

- 3-5 years

Benefits

- Health/Prescription Coverage
- FSA or HAS
- Dental
- Vision
- Life Insurance
- Company-match 401(k) Plan
- Vacation/Sick/Paid Holidays
- All benefits start on date of hire

Physical Requirements

- The person in this position constantly operates a computer and other office machinery
- Must be able to lift to twenty-five pounds at times
- The person in this position will be required to travel overnight, at times up to 50% in any month, sometimes on short notice

Everlasting Valve Company is an [Armstrong International](#) company. An Equal Opportunity Employer and we will consider applicants for all positions without regard to race, color, religion, creed, gender, national origin, age, disability, marital or veteran status, or any other legally protected status.

If you are an individual with a disability and require a reasonable accommodation to complete any part of the application process, or are limited in the ability or unable to access or use this online resume submission process and need an alternative method for applying, you may apply in person or contact marcom@evcousa.com for assistance.