**Job Description**

**General Information**

|  |  |
| --- | --- |
| **Job Title** | **Technical Sales Manager – Southeast Region (not including Florida)** |
| Department | Sales & Marketing |
| Reports To | Sales Manager |
| Revision Date | 12/14/2021 |

**Scope of the Position**

|  |
| --- |
| The Technical Sales Manager’s overall goal is to generate planned revenue growth by proactively developing design and sales solutions to both existing and new OEM customers within the Southeast region not including Florida.  |

**Major Responsibilities**

|  |
| --- |
| * Win new business in an assigned territory
* Submit weekly itinerary, business highlights and call logs to management
* Track development activities on project log
* Comfortably interact with engineers to provide technical solutions for OEM customers
* Schedule and maintain customer visits, customer discovery and product presentations
* Organize supplier joint sales calls, plant walk-throughs, and Lunch n’ Learns
* Assist in product design and development solutions
* Be resourceful in discovery of potential customers
* Follow up on leads provided by Inside Sales, suppliers and other sources
* Maintain Internal Account Identification Management (AIM) tool with projects, products and contacts
* Attend supplier sponsored training seminars
* Take ownership of accounts with the ultimate responsibility of growth per sales plan within assigned territory
* Other duties as assigned
 |

**Education & Training**

|  |
| --- |
| * 4 Year College degree required (Mechanical, Chemical or Industrial Engineering preferred)
* SolidWorks familiarity desired
 |

**Experience**

|  |
| --- |
| * Minimum 3-5 years of Rubber Sealing Industry and/or engineered component OEM selling experience preferred
* Proven track record of success selling sealing solutions preferred
* Various multiple market/industry knowledge desired
 |

**Miscellaneous Requirements**

|  |
| --- |
| * U.S. citizen located in the Southeast Region of the United States required – not including Florida.
* Self starter with minimal direct supervision
* Excellent verbal and written communication skills
* Reliable transportation with appropriate license and insurance
* Strong knowledge of Microsoft Office and ability to learn other software applications to support the business
 |