

## **Regional Sales Manager**

Geotech Environmental Equipment, Inc. has an immediate opening for a regional sales manager in our Lansing, Michigan office. This role requires sales skills. We are looking for a highly motivated self-starter ready to learn quickly and grow business.

### **Essential Duties:**

- Coordinate with office manager and national sales leadership to develop specific plans to grow revenue
- Gain extensive knowledge about the environmental industry on a local and national level
- Evaluate how to leverage market share in a competitive environment
- Schedule and complete strategic sales visits
- Initiate and sustain an aggressive outreach program to call customers and potential customers
- Determine value of local industry-related organizations and attend conferences and meetings
- Communicate with leadership to share ideas, set and review goals, and overcome obstacles
- Develop and maintain excellent relationships with clients and communicate customer inquiries, needs and feedback to sales leadership

### **Minimum Requirements:**

- 3+ years sales experience
- Excellent communication and negotiation skills
- Strong initiative with a mindset for continual improvement
- Exceptional teamwork

### **Advantageous credentials:**

- Degree in business, marketing or related field
- Degree in environmental sciences
- Sales experience in a technical field
- Hands-on equipment use, installation and/or troubleshooting experience
- Experience in the environmental, health and safety or similar industry
- Lean manufacturing, 5-S or similar production methodology experience
- Sales experience in a satellite or branch office environment

### **Compensation**

- Compensation based on experience
- Pay package includes a base salary and periodic incentive program if goals are met
- Benefits package includes Health, Dental and Life Insurance and 401(k) plan
- Paid time off and paid holidays
- Ongoing growth and development opportunities

### **Include in your cover letter:**

- Desired Compensation

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- Best time and method to reach you
- Availability
- Why we should interview you?