

POSITION DESCRIPTION

POSITION: REGIONAL BUSINESS DEVELOPER—Western U.S.

BUSINESS UNIT: Sales & Marketing

REPORTS TO: Vice President Sales & Marketing

POSITION SUMMARY:

The Regional Business Developer applies specialized training and experience in areas of industrial, electrical and technical sales and marketing. This position is responsible for a large geographic territory, with specific product focus. The Regional Business Developer is responsible for generating sales revenue and financial-goal achievement in an assigned territory (Western United States) and for assigned strategic accounts. This sales expert is responsible for selling across all inoLECT business units and achieving goals set by the Director of Sales & Marketing. Additionally, this position processes sales orders, for inoLECT products and services, according to inoLECT and customer standards of quality and efficiency.

ESSENTIAL POSITION RESPONSIBILITIES:

- Assure that the enterprise and its mission, programs and services are consistently presented in a strong, positive image to all stakeholders (internal and external). Actively advocate for the organization, its beliefs and its programmatic efforts.
- Identify, develop and win new bookings annually.
- Responsible for generating sales revenue and financial-goal achievement within assigned territory and at assigned strategic accounts.
- Responsible for selling across all inoLECT business units and achieving goals, set by the Vice President of Sales & Marketing, for each business unit.
- Responsible for improving volume, market share and price levels within assigned territory.
- Manage and update CRM as required.
- Develop forecasts, budgets and operating plans for assigned sales territory.
- Responsible for large geographic territory with specific product focus.
- Perform client presentations, articulating the value proposition of product / solution / service offerings.

- Develops and implement plans for strategic accounts that exceed expectations in revenue retention/growth, account profitability, and customer satisfaction/loyalty.
- Implement & Manage channel strategy for assigned sales territory.
- Manage Agents and Distributors in the territory.
 - Technical Training and Support
 - Marketing support
 - Forecasting & Source Analysis
 - Sales Management
 - Agent Removal
 - Agent Addition
- Plan, budget and coordinate management-approved trade shows and customer events in territory.
- Coordinate with Marketing Manager to achieve promotion, literature and advertising goals.
- Provide status reports as needed to Management.

POSITION TYPE/EXPECTED HOURS OF WORK

This is a full-time position. Hours of work are variable depending on projects and travel, but based on 40 hours per week. Evening and weekend work may be required as job duties demand.

TRAVEL

Travel Requirement is 65% -- 75%

QUALIFICATIONS:

- **Required: Bachelor of Science in Industrial Distribution or Electrical Engineering or 10 years of experience in Industrial Electrical Technical Sales**
- Direct experience in Industrial or Technical Sales—electrical focus is preferred.

EMPLOYMENT REQUIREMENTS

- Ability to maintain appropriate safety certifications and a TWIC

- Be able to pass pre-employment and ongoing, random employment drug screens.
- Complete a satisfactory pre-employment and ongoing employment background checks.
- Be able to work overtime and travel out of town for periods of time.
- Maintain a valid driver's license and a good driving record.
- **Required: Must be authorized to work in the United States**
- **Demonstrate high-quality verbal and written communication skills. Must be able to communicate well in English (speaking, listening, writing and reading) and all categories must be in the Good range (26-30) on the TOEFL exam if English is a second language.**

AMERICANS WITH DISABILITY SPECIFICATIONS:

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is occasionally required to drive; travel long distances by car or plane; stand for long periods; walk long distances; sit; use hands to finger, handle, or feel objects, tools or controls; reach with hands and arms; climb stairs, ladders and scaffolding; balance; stoop, kneel, crouch or crawl; talk or hear; taste or smell. The employee must occasionally lift and/or move up to 50 pounds. Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.

WORK ENVIRONMENT

Work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee may be exposed to weather conditions.

The noise level in the work environment can be moderate to loud (requiring hearing protection).