

1. Job Title

Regional Sales Manager

2. Requirements

The Sales Manager should fulfill the following requirements:

- Education: Master's or Bachelor's degree in Business/Marketing, Electrical/Mechanical/Process Engineering or related field
- Must live in Houston Area and be able to interact with local staff on regular basis. Territory will be South West Texas, and Assigned accounts and territory as assigned.
- Skills: capability of thinking operationally and strategically strong commercial orientation and communication skills, strong ability to understand and communicate technical information correctly, fluent in Microsoft applications
- Experience: at least 2 years of relevant experience within sales and marketing in a business-to-business context, preferably within the Oil and Gas industry, relevant experience in international environment
- Personal skills: well organized with self-management skills, responsible with a strong can-do attitude, solution-oriented, communicative with very good negotiations skills, good interpersonal and customer service skills
- Languages: good command of English in speaking and writing, other languages are beneficial

3. Range Of Duties

This function includes the following duties/tasks, but is not limited to:

- Building professional relations with customers to constantly improve sales score and performance
- Developing products and service strategy with support of Global Service Team and Director of Sales
- Provide sales and aftermarket support in conjunction with sales and aftermarket team
- Provide well-functioning cooperation with VARs and Agents
- Perform exhibitions and related events to ensure better sales opportunity and customer knowledge
- Handle clarifications for Value Added Resellers and Agents whilst supporting them with adequate materials required to support the sales function
- Manage and update sales records in CRM system when required to ensure the quality of information for internal use
- Provide a Regional Sales Report on a monthly basis for the Sales Director including a pipeline forecast, business development news, competition information and key wins and losses.
- Coordinate with other staff on order processing, system orders, FATs, spares, service and training requirements that form part of a systems order
- Perform all additional, agreed tasks at highest quality level
- Comply with internal regulations and procedures
- Up to 50% travel is to be expected

4. Note

Each description will be individualized depending on where, and the specific targeting areas.