
REGIONAL SALES MANAGER - SOUTHWEST



ROLE SUMMARY:

Manages and grows targeted, key account customers and distributors. Leads the sales efforts in the territory of Texas, Oklahoma, New Mexico, Arizona and Mexico. Responsible for achieving individual as well as team sales objectives. Provides day to day management of new sales development.

GENERAL RESPONSIBILITIES:

- Responds to incoming customer and distributor requests/calls
- Directs the development of short and long term business plans and programs in their assigned territory
- Assists in market research to determine trends, industry needs, and customer preferences
- Assists in establishing corporate sales/marketing objectives and strategies in conjunction with senior staff members
- Assists in establishing annual volume goals for increasing market share
- Performs marketing analysis for their assigned territory and develops the sales forecast
- Recommends pricing strategy of marketing mix
- Participates in both short and long range sales plans and programs in conjunction with management
- Represents Decade Products, LLC at trade shows and materials associations

MINIMUM EDUCATION, EXPERIENCE AND CORE COMPETENCY REQUIREMENTS:

- Bachelor's degree in business related studies with 3-5 years experience in sales and marketing
- CE core competencies at the "Middle Managers" level
- Demonstrated experience working with dealer networks and customers
- Ability to understand technical requirements of the market
- Must be a team player with high personal motivation
- Strong presentation skills
- Strong computer skills
- Ability to communicate at all levels of an organization
- Willingness to travel up to 75% (relocation may not be required)
- Must have some knowledge of agriculture, farming or processing in the region
- Must be able to travel internationally

To apply for this job, please email your resume and cover letter to hr-recruiter@cascadeng.com

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