

Territorial Dealer Sales Manager Northeast Region

Cascade Renewable Energy Solutions

Role Summary:

Manage and grow targeted key account customers and dealers. Lead the sales efforts in the assigned territory for CRES. Responsible for achieving sales objectives and exceptional customer service.

General Responsibilities:

- Develop and maintain positive relationship with dealers and end consumers
- Create dealer networks and provide sales and technical support
- Introduce product/services to market
- Secure prompt payment from customers and assist with A/R management
- Provide customer leads/sales follow-up to dealers
- Develop purchase orders and various sales congrats
- Conduct focused cold calling activities
- Resolves customer problems and facilitates resolutions with other departments
- Follows up with production / delivery to ensure customer orders are delivered on time
- Develop short & long term business plans in assigned territory
- Assist with market research to determine trends, industry needs, and customer preferences
- Assist in establishing corporate sales/marketing objectives and strategies
- Assist in establishing annual volume goals for increasing market share
- Recommend pricing strategy
- Represent CRES at trade shows
- Serves as a core team member and is willing to complete an assortment of sales, marketing, and general business projects
- Performs other duties as required

Minimum Education, Experience and Core Competency Requirements:

- Bachelor's degree in business related studies with 5yrs 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 and computer skills
- Ability to communicate at all levels of an organization
- Willingness to travel up to 100%

Preferred Education, Experience and Core Competency Requirements:

- Familiar with energy use related products and processes
- Knowledge of renewable energy field/studies

Cascade Celebrates Diversity/EOE



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