



525 Kaiser Drive – Unit D
Folcroft, PA 19032
Tel: 800.447.4230

Position: Northeast Regional Sales Representative

Reports to: Branch Manager

Summary

The Northeast Regional Sales Representative is responsible for business development, intensely penetrating markets in designated regions, and properly promoting and selling the company's products and services while maintaining long-term relationships with an existing customer base and establishing potential opportunities.

Duties and Responsibilities

- Develop long-term relationships through regular contact with customers to manage and interpret their requirements and keep them up to date on product line changes and modifications.
- Penetrate new customer accounts to drive growth and profitability.
- Provide pre-sales assistance, product education, and first-level post-sales support to provide solutions to customers' concerns or problems.
- Support sales & marketing activities by attending trade shows, conferences, and other marketing events if necessary.
- Maintain and update customer accounts in Management Database.
- Follow-up on qualified leads and referrals and all sales activity through telephone, written, and personal contact.
- Become a trusted advisor to the customer and participate in the customer's strategic planning.
- Travel to customer locations as required; presenting company products, services, and pricing information in a professional manner.
- Develop and maintain information on competitive position, monitor competitor product developments, and make recommendations to improve the company's competitive position.
- Monitor market and industry projects to identify market opportunities, improve company position, and provide efficient customer service.
- Prepare and provide customer demonstrations and user-trainings to introduce new product releases.
- Prepare and submit call reports and expense reports in a timely manner.
- All other duties as required.

Knowledge, Skills, and Abilities

- Strong knowledge of industry: strengths and weakness of sales channels and customers
- Self-motivated and able to work independently
- Sound business judgment and complex problem-solving capabilities

- Organization skills, experience prioritizing and managing multiple tasks/issues simultaneously
- Able to work in a fast-paced, self-directed environment.
- Strong product knowledge as well as customer knowledge
- Excellent verbal and written communication skills.
- Excellent Relationship Management skills.

Education and Qualifications

- Bachelor's degree in business, marketing, or related training and experience
- 3-5 years of successful sales experience, preferably in the industries of manufacturing or distribution of valves, pipes, or fittings.
- If the above industry experience is not available, experience in an industrial distribution environment will be considered.
- Product knowledge is a plus
- Valid driver's license

Regional Areas of Travel:

- Kentucky, Ohio, W. Virginia, Western New York, and Western Pennsylvania are all possible destinations.