



Job Description

About Us

RedZone Robotics provides innovative and customized asset management solutions for underground infrastructure by delivering data-driven insights utilizing advanced robotics platforms, leveraging AI predictive tools and software to empower industry experts in making proactive decisions. RedZone Robotics believes that what lies underground directly affects the communities that live above. Our process, from inspection to data delivery, is guided by the belief we all deserve a safe place to live, work, play, and grow old.

If you are interested in a friendly, cooperative, and exciting corporate environment where you will be continually challenged and opportunities abound, RedZone Robotics is the place for you!

Learn more about us at www.redzone.com.

General Job Function

The Regional Sales Manager will oversee wastewater inspection sales and services across a particular region to the public sector marketplace. Presently, RedZone Robotics sells digital sensor, robotics inspection services to municipalities throughout North America. Our current suite of tools includes vertical and horizontal, infrastructure assessment robotic platforms, primarily for the wastewater industry.

The Regional Sales Manager will focus on key accounts based on population density, customer type and geographic location. This position focuses on multi-level, complex sales to the municipalities, engineering firms, contractors, and industry associations to obtain and manage business for RedZone.

The Regional Sales Manager will work with existing personal relationships among the municipalities to position RedZone services for long-term contracts, focusing on RedZone's unique value proposition and specialized technical specifications. Other responsibilities include account planning, forecasting, goal setting (KPI's), representing RedZone in local industry/trade associations, attending conferences, and being actively involved in the industry and local community.

The focus will be on long-term organic growth and management of RedZone's services and technologies in a targeted region.





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Duties and Responsibilities (in order of priority)	
•	Set and track sales quotas
•	Work with project management to schedule and manage sales accounts
•	Provide forecasting and budget information according to projected sales
•	Develop presentations and other sales materials, as needed
•	Understanding and communication of specifications of RedZone products and services
•	Provide weekly sales updates (maintain and update CRM)
•	Generate quality sales leads
•	Increase company revenue
•	Create positive customer experiences
•	Travel throughout assigned territory, as well as throughout any US regional territory assigned
•	Adaptation of sales tools/ activities in order to provide more effective territory management
•	Perform other duties as assigned

Education and Qualifications	
Education Level (Degree, Area of Study) – Minimum Requirement:	Bachelor’s Degree in Engineering, Business, Economics, or related field
Years of Experience (if applicable):	5 or more years of experience, wastewater industry experience preferred
Additional Experience:	<ul style="list-style-type: none"> • 2 or more years of regional sales manager experience with experience managing both direct and indirect sales force • Experience selling to the public sector and understanding of specification process
Professional Certifications:	

