RedZone Robotics
195 Thorn Hill Road, Suite 110
Warrendale, PA 15086
www.RedZone.com

Job Description – Regional Sales Manager

General Job Function
The Regional Sales Manager will oversee wastewater inspection sales and services across the Northeast 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.

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

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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):	2 or more years of experience; wastewater industry experience preferred
Additional Experience:	• Experience selling to the public sector and understanding of the specification process
Professional Certifications:	

Skills and Competencies	
Communications	• Strong conceptual and visual design skills. • Strong communication skills (written and verbal). • Negotiation and persuasion skills when communicating with customers regarding project coordination. • Ability to communicate technical and business concepts to all levels of an organization, as well as internally with staff. • Proven track record of consistently achieving quotas. • Strong propensity to listen and ask the right questions of customers and the organization. • Demonstrate strong proficiency in emotional intelligence – being able to maintain composure and communicate with tact in challenging situations. • Fluent in English.
Teamwork & Collaboration	• Ability to build and maintain interpersonal relationships and influence at all levels of an organization. • Development of constructive and cooperative working relationships with others, as well as the ability to solve conflicts or issues. • Capability to partner with company leaders to understand and drive overall cross-functional and business needs. • High-level interpersonal skills: poise, tact and diplomacy required to handle sensitive and stressful situations. • Emotional Intelligence — Job requires maintaining composure, keeping emotions in check, controlling anger, and avoiding aggressive behavior, even in very difficult situations.

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Complex Problem Solving	• Highly resourceful with an ability to work independently or in a team situation. • Self-starter, fast learner, action-oriented, results-driven • Learn quickly and adapt easily to changing technology/circumstances. Also, apply change management skills appropriately. Use creative planning and resource management skills to meet complex schedule, skills mix, cost, and personnel issues. • Support high-peak resource demands, proactively, without compromising quality. • Identify complex problems and reviewing related information to develop and evaluate options and implement solutions. • The ability to tell when something is wrong or is likely to go wrong. It does not involve solving the problem, only recognizing there is a problem. • Analyze information and evaluate results to choose the best solution and solve problems. • Identify underlying principles, reasons, or facts of information by breaking down information or data into separate parts.