



## **REGIONAL SALES MANAGER**

LMK Technologies, an industry leader for cured in-place pipe (CIPP) lateral renewal technology, is a manufacturer and technology provider, serving municipal and private contractors in the trenchless rehabilitation business sector. The Regional Sales Manager is part of the Sales and Marketing team and will report to the V.P. of Sales. This position requires minimal supervision and is expected to perform tasks as part of a team and independently. The company is located in Ottawa, IL work location will be determined by assigned territory.

## **RESPONSIBILITIES**

### **Revenue Generation (materials and equipment) to meet or exceed the assigned monthly, quarterly and annual revenue plans.**

- Develop an in-depth understanding of LMK technologies from specification to installation.
- Follow the proven sales strategy by presenting to key decisions makers working for a municipality or engineering firm
- Emphasize product features based on analysis of customers' needs and on technical knowledge of product capabilities and limitations
- Develop robust sales pyramid with a sales funnel of >\$5MM
- Sell technology licenses and equipment packages to new licensed installers within the assigned territory
- Attend and participate at national and regional trade shows, which may or may not include giving presentations
- Schedule, coordinate and present 4-6 Lunch and Learns per month given to municipalities and engineering firms

### **Account Management**

- Confer regularly with current customers by telephone or in person to provide information about products or services, take or enter orders, cancel accounts, or obtain details of concerns
- Solicit internal support as required by customers within the territory

### **Sales Administration**

- Log and track accounts and opportunities in LMK's account management system (currently ACT)
- Participate in routine meetings, conference calls, seminars and conferences
- Work with marketing to build a territory marketing plan, including but not limited to regional trade shows, advertisements, memberships, etc.
- Maintain marketing supplied resources in good condition (trade show banners, samples, etc.)
- Become familiar and be able to operate all the software utilized by LMK in such a position as the employee such as; Microsoft office Word, Excel, Outlook and Skype for Business
- The Employee shall also perform such other duties as are customarily performed by one holding such position



### **MINIMUM SKILL REQUIREMENTS**

- Extremely organized and able to easily multi-task large volumes of projects at once
- Excellent verbal and written communication skills
- Ability to work and communicate with people at all levels across the organization
- Knowledge of principles and processes for providing customer services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction
- Ability to work in a team environment and independently as needed
- Open to change (positive or negative) and to considerable variety in the workplace
- Must be comfortable with a sales process

### **QUALIFICATIONS**

- Have 3+ years of sales experience in companies involved in water related industries
- Experience in calling on Municipalities and consulting engineers a plus
- A bachelor's degree or higher education a plus
- Be able to demonstrate excellent written and verbal communication skills
- Have a demonstrated track record of achieving positive results against stated goals
- Ability to travel up to 40-50%
- Driver's license and Passport or ability to obtain required

### **OTHER INFORMATION**

Full time exempt position in a sales environment with working conditions that is consistent with typical sales positions. The noise level is typical with telephones, personal interruptions, and background noises.

While performing the duties of this position, the employee is frequently required to sit, climb stairs, communicate, reach and manipulate objects, or vehicle controls. Position requires minimal physical exertion and moving materials that weigh up to 10 pounds on an occasional basis. Manual dexterity and coordination are required over 80% of the work period to operate equipment such as computer keyboard, mouse, 10-key calculator, phone and similar machines.