



Sales Manager - Power Transmission (East, Central, West)

Responsibilities:

- Establish and maintain ethical and professional relationships with customers, prospects and industry associates
- Develop and execute a sales plan for the assigned territory
- Identify and target new prospects within the Electric Utility market
- Analyze customer and prospect activity and respond as required to meet sales plan
- Schedule and execute direct sales calls on all centers of influence at the Utilities both Public Power and Investor Owned Utilities (Supply Chain, Standards, Project Engineering, Warehouse, Construction Management, etc.)
- Develop and deliver oral and written presentations to customers and prospects
- Coordinate resolution of customer issues with appropriate internal resources (sales administration, product management, manufacturing, engineering, credit etc.)
- Generate and communicate to management market intelligence.
- Work with company's product channels (i.e. Telecommunications & Industrial) to assist in forecasting and selling of non-utility products within the utility marketplace
- Communicate new pricing, product and related industry information to customers and prospects timely
- Promote and facilitate product training and plant tours with customers and prospects
- Assist product managers and regional sales director with pricing decisions, product introduction, inventory decisions and major product group forecasting
- Communicate overall customer needs and concerns to management
- Participate in regional trade shows as required
- Appropriate coverage will require travel throughout the states of East, Central and West Regions:
Eastern (KY, TN, VA, WV, MD, DE, NC, SC, GA, AL, MS, FL, ME, NH, MA, RI, CT, NY, NJ, VT)
Central (ND, SD, NE, KS, OK, TX, MN, IA, MO, AR, LA, WI, IL, IN, MI, OH)
Western (AZ, CA, CO, ID, MT, NV, NM, OR, UT, WA, WY)

Qualifications

- Professional, poised, aggressive, self-starter, quick learner, persuasive
- Excellent interpersonal skills, relationship builder
- Excellent communication skills (oral and written)
- Excellent organizational and managerial skills
- Technically oriented, with technical knowledge of the electric utility infrastructure
- Works productively in unstructured environment, emotionally stable
- PC literate (PowerPoint, Word, Excel)



- Demonstrated ability to sell and meet assigned sales goals
- Bachelor's degree (technical preferred)
- Minimum 3-5 years outside sales experience, preferably with utility, utility engineering firm, utility product manufacturer or utility distributor
- Knowledge of utility industry & products