

# **POTTORFF®**

**Job Title:** Regional Sales Manager  
**Reports to:** Vice President of Sales & Marketing  
**Location:** Fort Worth, Texas

## **General Summary**

This position is a high profile, thinking outside the box position with a desire to move the organization to the next level. The culture is a collaborative, professional, team-oriented effort with an emphasis on the corporate core values. Through proactive territory management, the Regional Sales Manager is responsible for increasing sales volume and market share while maintaining P&L within the assigned territory. Expand company recognition within the engineering community.

## **Essential Duties and Responsibilities**

1. Develop/Manage Company Rep Network...increase sales and product knowledge
2. Increase company's recognition within engineering specifications
3. Conduct technical/costing needs analysis while gathering competitive information
4. Develop and perform detailed product presentations and demonstrations
5. Product Training, Product Design Alterations...thinking outside the box
6. Pre and Post sales technical support of products – Reps and internal staff
7. Business software training
8. Extensive travel required

## **Education / Experience Requirement**

1. Selling and supporting of products in the HVAC or related market place
2. Microsoft office suite familiarity
3. Plan, direct and manage own activities with minimal supervision
4. Building code and/or ASTM standards knowledge is a plus
5. 4-year degree or combination of industry experience/college education

## **Specific Skills Required**

1. Problem solving and technical communication skills
2. Excellent verbal and written communication skills
3. Cost analysis – sell vs. cost of manufacturing
4. Business mathematics
5. Good social skills

## **Other Duties and Responsibilities**

- Tradeshow participation
- Communication with manufacturing/engineering on special orders
- Assist in Code Developments, test standards, and participate on industry technical committee's
- Assist in testing at UL, AMCA, and other listing organizations

## **Physical Demands**

- Travel - ability to carry luggage
- Transport engineering sample to and from presentation.

## **Work Environment**

- Team oriented, open communication business environment