

Title: Northeastern Sales Manager

Department: Sales

Reports to: President



Job Objective:

Responsible for the development and performance of all sales activities throughout Northeastern U.S. Appoints and directs IMI PBM representatives and provides leadership towards the achievement of maximum profitability and growth in line with company vision, values and strategy. Establish plans to expand the customer base, while continuously training representatives, customers and engineering firms on the value of IMI PBM.

Responsibilities:

- Develop a territory business plan and sales strategy that ensures attainment of company sales goals and profitability.
- Responsible for the performance and development of the territory representative network.
- Maintains extensive knowledge of IMI PBMs products and competing products.
- Initiates and coordinates development of action plans to penetrate new industries.
- Actively communicates with management on new product development ideas.
- Conducts annual review with representatives to build more effective communication, understand training and territory development needs, and to provide insight for the improvement of representative's sales and activity performance.
- In collaboration with IMI PBM project team works to maintain high project closing rate.
- Active member of IMI PBMs strategic planning committee.
- Controls expenses to meet budget guidelines.
- Develops technical product demonstrations and represents IMI PBM at trade shows.
- Adheres to all company policies, procedures and business ethics codes. Recruits and hires representatives based on criteria agreed upon by senior management.



Job Specifications:

- 5-7 years of sales management experience in valve or related industry.
- Ambition to grow company sales and to develop distribution channels.
- Experienced in all aspects of representative Relationship Management.
- Strong understanding of customer and industries dynamics and requirements.
- Willingness to travel and work throughout Northeastern U.S territory.
- Required travel 70% of the time.
- Proven leadership and ability to drive sales results.