



**SITECH South, LLC**

**Contact: info@sitechsouth.com**

**Job Announcement**

**Location: Savannah, GA**

**Position Title: Regional Sales Manager**

#### **POSITION SUMMARY:**

The Regional Sales Manager reports directly to the Sales Manager and is responsible for actively developing and growing the market by identifying and selling to both strategic customers such as large construction contractors and smaller scale construction customers. Duties include achieving quarterly and annual sales targets and growing the SITECH South's market share in the Trade Area. The Specialists must be proficient in the use of Trimble's Heavy Civil Construction products and have a minimum of five years' experience in construction or related industries and five years in B2B sales with a proven ability to sell. In addition, applicants should ideally have a degree in a technical and or civil engineering, surveying, and/or a related business field.

#### **ESSENTIAL FUNCTIONS:**

1. Accountable for the sales performance of the region including the achievement of revenue and profit on a monthly/quarterly/annual basis
2. Manages regional expense budgets on a monthly/quarterly/annual basis
3. Achieves regional revenue forecasts
4. Maintains strong customer relations and satisfaction; proactively and diligently works to ensure customer problems are resolved quickly
5. Works diligently to achieve company objectives and goals
6. Monitors and reports strengths, weaknesses, opportunities and threats in the market, specifically with competitors
7. Delivers regular and accurate forecasts to the Sales Manager and General Manager
8. Collects information that aids in the development and improvement of products and services offerings
9. Dedicated to customer satisfaction and consistently improving results
10. Manage relationships and sales opportunities with industry partners

#### **CHARACTERISTICS/SKILLS**

1. Strong Sales aptitude – well organized, displaying sales success of products and services, B2B preferable
2. Experienced in the following aspects of the sales process:
  - a. Maintains an appropriate sense of urgency
  - b. Calculation of market share
  - c. Calculating deal closure rate
  - d. Executes sales plans focusing on territory and product line
  - e. Plans sales activities daily, weekly and monthly
  - f. Collects and processes sales leads
  - g. Performs sales utilizing the consultative sales process

- h. Performs key account management to maximize the company's success in building strong relationships with leading regional customers
  - i. Works hard to guarantee high current customer retention
- 3. Strong team member, shares information about successes and failures with fellow employees to help achieve objectives as a team
- 4. Willingness to take disciplined risks
- 5. Able to set priorities appropriate for short and long-term objectives
- 6. Possesses integrity and good character
- 7. Maintains sense of urgency; appropriate impatience
- 8. Willingness to give personal commitment to, and make personal sacrifices for, the job
- 9. Ability to modify behavior/approach in different situations
- 10. Willingness to learn from and listen to others
- 11. Keeps up to date with market trends and new developments utilizing information for business improvement
- 12. Ability to make strategic and financial decisions
- 13. Strong motivational, innovative, and interpersonal skills
- 14. Analytical expertise in understanding complex issues and their consequences

#### **EDUCATION/EXPERIENCE:**

- 1. Bachelor's Degree or equivalent in a technical, civil engineering, surveying, or related business field
- 2. Extensive knowledge of SITECH and Trimble products, typically gained through experience with an end customer
- 3. Construction machine operation or field crew management experience a plus
- 4. Minimum of 5 years' experience in construction or a related industry
- 5. Previous experience in field sales preferred

#### **TESTING REQUIREMENTS:**

- 1. Applicants may be required to pass a written and/or oral examination before being considered for employment in this position
- 2. Applicants will be required to pass a medical physical and drug screen

#### **COMPENSATION:**

- 1. Competitive pay is commensurate with experience
- 2. Benefits include a 401K, healthcare options including dental and vision
- 3. Paid vacation

#### **ABOUT SITECH SOUTH**

Headquartered in Atlanta, GA, SITECH South, an Equal Opportunity Employer, is the leader in providing easy-to-use, comprehensive Trimble construction technology solutions for contractors of all sizes in Georgia, Alabama and portions of North and South Florida. From Trimble machine control systems, to site positioning, UAS and software solutions, SITECH provides the support, expertise, and experience to increase your productivity and maximize your return on investment through advanced worksite solutions.