**JOB TITLE:** Regional Sales Manager

**PAYROLL STATUS:** Exempt

**DIRECT REPORTS:** None

**REPORTS TO:** Sales Director

**SUMMARY:** To maintain and grow share in assigned territory of our steel tubing business. Share voice of customer ("VOC") data with Sales, Demand Planning, Operations, Marketing and Engineering in order to ensure Bull Moose remains the service leader. And also use VOC data to assist with new product development and other innovations intended to grow our business and help our customers reduce total cost of ownership.

**ESSENTIAL JOB RESPONSIBILITIES:**

1. Work with senior Sales and Marketing leaders to develop a 3-5 year sales strategy.
2. Create share of wallet analysis, sales pipeline, annual budgets and monthly forecasts to execute plan.
3. Proactively identify gaps in sales budget and forecasts and develop an action plan to mitigate gaps.
4. Proactively communicate business risks at an account by gathering competitive intelligence on products, regulations, technologies, and business in general.
5. Negotiate supply, pricing, and payment agreements with key customers in collaboration with Sales Director.
6. Identify new product/technology needs for key customers.
7. Utilize CRM for reporting customer facing activities.
8. Demonstrate clear product and technology expertise.
9. Negotiate supply, pricing, and payment agreements with key customers in collaboration with Sales Director.
10. Identify new product/technology needs for key customers.
11. Utilize CRM for reporting customer facing activities.
12. Demonstrate clear product and technology expertise.
13. Expected travel upwards of 50%.

**REQUIREMENTS:**

1. Excellent communication skills.
2. Strong history of building cross-functional, matrix team relationships.
3. Good presentation skills, comfortable leading meetings with senior management.
4. Self-motivated and highly results focused.

**QUALIFICATIONS:**

1. Bachelors Degree, preferably in Sales or Marketing.
2. 5-10 years' experience in sales role(s) of increasing responsibility.
3. Good grasp of business, pricing, and margin drivers.
4. Demonstrable results of having increased sales or share within strategic customer base and people development.
5. Industry experience preferred.

*This job description does not comprise an exhaustive list of all functions that employee may be required to perform and the employee may be required to perform additional functions. The Company may revise any job description at any time in the Company’s sole discretion. Nothing in this job description shall alter the fact that employee’s employment is at-will. The Company considers all of the functions and responsibilities in this job description as essential. Employee must be able to perform the essential functions of the position satisfactorily. However, if requested, reasonable accommodations may be made to enable an employee with disabilities to perform the essential functions of employee’s job, absent undue hardship*.