



3160 State Street, Blacksburg, VA 24060  
(540) 961-5716 • Fax (540) 961-5721

## **POSITION DESCRIPTION**

- TITLE:** Regional Sales Manager, Southeast USA
- COMPANY:** Company is involved with the sale, installation and support of packaging equipment, mainly in the pharmaceutical, medical device and cosmetic industries.
- OFFICE LOCATION:** Blacksburg, Virginia, but ideal candidate is expected to live within the southeastern region near an international airport.
- OVERVIEW:** Self-motivated individual required for managing regional sales for company involved with packaging equipment design and integration. Engineering or technical background is required, along with strong management and organizational skills Extensive travel is necessary in the USA, the Caribbean, and Canada.
- RESPONSIBILITIES:**
- Manage and organize sales operations for a designated area
  - Coordinate and schedule sales calls to maximize time spent on the road
  - Develop new customer accounts in the Southeast Region as defined by ESS Technologies
  - Investigate and identify potential areas for sales growth.
  - Review all specifications for projects and review with engineering and manufacturing prior to quoting.
  - Generate proper RFQ's so that we can get accurate quotes to the customer
  - Organize and prepare regular updates for active customer projects
  - Coordinate customer visits to trade shows to in order to generate the maximum exposure for ESS at the show.



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### **EDUCATION AND EXPERIENCE:**

Technical degree or equivalent experience managing a regional sales operation for a packaging equipment manufacturer.

Good mechanical/electrical background with packaging equipment sales experience

Good interpersonal skills required for customer relations.

### **COMPENSATION AND BENEFITS:**

Base compensation structure will be competitive and reviewed annually. This will be based on successful performance and achievement of company objectives.

Health insurance and major medical is offered. Company contributions for savings and investment plan

Company paid Life Insurance

Vacation: 2 weeks after one year, 3 weeks after five years.

### **CONTACT:**

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