



GROEBNER

POWERED BY EXPERIENCE

Regional Sales Manager - West

Primary Location: Home office within 2 hours from Denver International Airport

Reports to: Vice President of Sales

Description:

A leader in the natural gas industry since 1976, GROEBNER is a distributor and manufacturers' representative focused on natural gas companies and contractors within the U.S. Now third generation led, we are proud to be family owned and operated for more than 45 years. Team GROEBNER has more than 650 years of combined industry experience and focus every day on providing safe, reliable products, training, and services to our customers in support of their ever-changing needs.

Summary:

This position will participate in, manage and develop the sales region for growth. It is expected that the Regional Sales Manager's primary focus will be to develop sales, training and relationships with all customers aligning with the Regional Sales Specialist and Regional Customer Care Representative. This region includes AZ, NM, CO, UT, WY, ID, MT, SD (minus the far east), ND (minus the far east), OR and WA as needed. This role also includes managing direct reports, Regional Sales Specialist(s) and Regional Customer Care Representative, who are responsible for assisting Regional Sales Manager as needed in the region.

Responsibilities:

- Build customer relationships at the highest levels at all large IOU and all customers across the region
- Develop and implement strategic sales plans that align with business goals
- Identify and cultivate relationships with potential clients and maintain strong relationships with existing ones
- Strategically develop and manage effective programs to coach, appraise, and train Regional Sales Specialist(s) and Regional Customer Care Representative
- Facilitate the development and execution of effective sales pitches, presentations, and proposals
- Collaborate with Sales Directors and Vice President of Sales on initiatives to meet sales goals
- Develop Regional Sales Specialist(s) and Regional Customer Care Representative, which includes schedule planning, goal setting, counseling, and following up on work results
- Report sales activities to management team along with recommendations for improvement
- Implement and track new product roll out in region
- Create and present sales and technical product presentations to customers
- Coordinate and provide customer training sessions as needed
- Analyze Regional Sales Specialist(s)' sales numbers to create an action plan to deliver sales growth
- Review monthly sales training and development opportunities with Regional Sales Specialist(s) and Regional Customer Care Representative
- Maintain sustainable customer relationships and drive customer satisfaction
- Participate in the recruitment and on-boarding of new Regional Sales Specialist(s) and Regional Customer Care Representative
- Attend industry tradeshow and meetings to understand market trends and opportunities as well as meet with customers and vendors
- Partner with the marketing team to ensure a strong brand presence with our customers and vendors
- Lead or assist in other duties or special projects as assigned

MINNESOTA

21801 Industrial Blvd.
Rogers, MN 55374

ILLINOIS

450 Fenton Lane, Suite 902
West Chicago, IL 60185

KANSAS

19935 West 161st St., Suite A
Olathe, KS 66062

TEXAS

5000 Kaltenbrun Rd.
Fort Worth, TX 76119

Qualifications:

- High School Diploma or GED required
- Associate or bachelor's degree in business or related studies is preferred
- Minimum of 7 years' related experience or training in sales leadership or the equivalent combination of formal education and experience
- Minimum of 5 years' experience in the utility and/or natural gas industry preferred
- Must be available to travel approximately 50% coordinating strategic sales opportunities, building partnerships, and planning
- A valid driver's license is required

Skills:

- Strong problem solving and analytical skills
- Experience in developing marketing and sales strategies
- Excellent verbal and written communication skills
- Strong organizational skills
- Strong leadership and direct management potential
- Positive mental attitude
- Strong desire to win in the marketplace
- Desire to work in an industry with high growth potential
- Proficiency in Microsoft Office Suite

Abilities:

- Ability to interpret and understand how to influence sales performance and market trend information
- Ability to motivate and lead the sales team
- Ability to perform in a professional manner
- Ability to manage multi-functional tasks
- Ability to navigate complex business scenarios
- Ability to speak effectively before groups of customers

Working Environment:

- Must be able to sit, walk or stand for extended periods
- Must be able to travel for business related matters as they arise
- Must occasionally lift and/or move up to 40 - 50 pounds

Note: The above information on this job description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job. Duties, responsibilities, and activities may change at any time with or without notice.