

POSITION DESCRIPTION

JOB TITLE: Sales Manager-Utility

DEPARTMENT: Ripley

REPORTS TO: Director of Sales

POSITION SUMMARY: The position will manage the sales expansion throughout North America of company products associated specifically with the Ripley Company Utility products.

PRIMARY RESPONSIBILITIES:

- Prepare a detailed annual sales plan, including monthly, quarterly and annual sales objectives, and then implement the objectives.
- Evaluate agent and distributor' performance and make recommendations for new distributors or the cancellation of existing distributors
- Sales calls to key distributor, and connector & Utility Company key personnel. Travel with and make joint sales calls with distributor sales personnel as required.
- Provide product training and evaluate the need for more formalized training with the assistance of our application/training department.
- Establish and maintain superior product knowledge and be capable of explaining features and benefits with product demonstration as well as excellent oral presentation.
- Provide sales management, marketing management, customer service, and applications engineering all sales account, marketing and competitive research that evolves in the territory.
- Recommend, attend and/or display at local and major industry trade shows.
- Recommend new products and product enhancements.
- Submit scheduled written sales account activity reports and expense accounting as required.
- Promotes a professional image of the company, its people and its products.
- Other tasks as assigned by Management.

EDUCATION, EXPERIENCE and SKILLS: Five to ten years in a successful outside sale environment, with strong history of key account management, Self-starter with the ability to travel 40-60% of the time, Experience in and knowledge of the Utility industry is required. Good interpersonal and presentation skills, College degree (technical preferred), or equivalent technical experience in the Utility industry.

SUPERVISORY RESPONSIBILITIES: None

WORKING

RELATIONSHIPS: Director of Sales, Director of Marketing, VP/Gen. Mgr., CSR Reps., Director of Engineering, Applications Manager, Controller, Director of Operations, Agents Customers, Distributors.

Most Frequent Contacts

Director of Sales
VP/Gen. Mgr.
CSR's
Director of Engineering
Director of Technology
Director of Operations
Sales/Industry Needs

Nature/Purpose

General Direction
Strategic Direction
Telephone sales
New Product Dev.
New Product Dev
Manufacturing
Customers/Distributors

This position requires an employment agreement.

This position does not require personal protective equipment unless on the floor where everyone needs Safety Glasses.

This position/job description is for reference and guidance only and is subject to change at anytime.

Note: An individual with a disability will be considered qualified for any position which the person can perform the essential function of the position with or without reasonable accommodation. All essential functions incorporated in this description may be subject to reasonable accommodation.