

**JOB TITLE:** Regional Sales Manager  
**DEPARTMENT:** Sales  
**LOCATION:** US Products, Eastern Region  
**REPORTS TO:** Bruce Korodi, U.S. Products Director of Sales

---

---

## **PRIMARY DUTIES/RESPONSIBILITIES:**

Responsible for developing, implementing and achieving sales plan, while maintaining profitability. This includes distribution, national account and Territory Rep plans.

- Write sales plan and strategy for exceeding plan within the region. Manage Independent Representatives on developing current distribution and adding new distribution, national accounts and end users.
- Identify new distribution and national accounts.
- Identify under-performing territories and distributors and replace.
- Train new representatives and ensure that local Representative is training equipment specialists and Distributor Sales Rep.'s at distribution.
- Manage Representatives, regional inventories and expenses to budget.
- Manages each representative territory keeping Representative Principals and Sales Representative's informed of current promotions, programs and progress toward goals.
- Assures Representatives are progressing toward goals by providing them with coaching, tools or assistance to exceed plan.
- Develop and implement long-term growth strategies with management team.
- Continue to improve on business planning process for internal and external use.
- Participate in new product development, test, marketing and rollout process.
- Works with and assist inside sales team and Marketing in providing service to distributors, independent representatives and end user customer.

## **QUALIFICATIONS:**

- Bachelors Degree and minimum of 5 years of sales management experience with manufacturer in the Janitorial and/or Professional Carpet Cleaning Industry.
- Must have experience in creating, developing and managing national accounts, and distribution in Eastern U.S.
- Must have experience managing Independent Rep organizations.
- Must have excellent people skills and be comfortable in front of people and speaking in front of a group.
- Willingness to travel overnight on a regular basis
- Computer proficiency with MS Excel, Word, PowerPoint and email applications.
- Must be able to communicate verbally and in written form to management team

---

**DATE POSTED:** May 26, 2009

**APPLICATION DEADLINE:** June 5, 2009

**RESPOND TO:** melissa.anderson@hydramaster.com

Applications will be reviewed, and employees selected, for posted positions without regard to sex, race, color, religion, national origin, age, disability, Vietnam Era Military service, or any other basis on which discrimination is prohibited by federal, state or local laws.