



Regional Sales Manager

The Regional Sales Manager is responsible for selling OmniMetrix remote monitoring, diagnostic and control products, new customer development and customer retention.

Responsibilities include:

- Achieve regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; identifying trends; determining regional sales system improvements; implementing change
- Meet regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions
- Establish sales objectives by creating a sales plan and quota for districts in support of corporate objectives
- Maintain and expand customer base; build and maintain rapport with key customers; identify new customer opportunities
- Recommend product by identifying new product opportunities, and/or product, packaging, and service changes; surveying consumer needs and trends; tracking competitors
- Implement trade promotions by publishing, tracking, and evaluating trade spending
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks
- Accomplish sales and organization mission by completing related results as needed

Successful candidates should have 2-5 years experience with the following:

- B2B sales
- Proven sales track record
- Technical sales experience

Additional experience desired:

- Power generation sales experience
- Salesforce or other CRM
- Experience with wireless (cellular, satellite) data communications

Requirements:

- 4-Year college degree, or 5+ years equivalent experience
- Willingness to travel (50%-75%)
- Strong presentation skills
- Strong documentation skills

Culture - successful candidates will be/have:

- High level of self-confidence and enjoy challenges
- Hungry to learn and succeed in an exciting, dynamic, growth company environment
- Responsible, ethical, trustworthy
- Results-oriented
- High level of self-awareness, emotional intelligence; good with people



- Highly organized, detail-oriented, self-disciplined
- Adaptable

Compensation & Benefits:

- Compensation will be competitive and based on qualifications and experience
- Medical & dental insurance
- 401k plan
- Paid time off plan

Interested candidates should send a resume and cover letter to careers@omnimetrixconnect.com

About OmniMetrix

Founded in 1998, OmniMetrix (www.omnimetrix.net) is the leader and pioneer in machine-to-machine (M2M) wireless remote monitoring, diagnostics and control of critical assets for Internet of Things applications. We increase asset reliability by eliminating 95% of "fail to start" situations. Our sophisticated systems provide 24/7, continuous diagnostics for gas pipelines, oil & gas equipment, and emergency power applications.

We provide real-time notification of changes or alarm conditions in the network of equipment. Our web-based user interface provides extensive reporting, analysis, graphing capabilities and remote control of critical equipment. Our system is currently installed globally on a wide range of gas pipelines and critical facilities, including cell towers, grocery stores, medical facilities, data centers and public transportation systems, as well as federal, state and municipal government facilities.