



Regional Sales Manager – Power Generation - Texas

The Regional Sales Manager is responsible for selling industrial Internet of Things (IIoT) leader OmniMetrix's remote monitoring and control hardware and software products for backup generator and air compressor applications, 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 territories 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

Job Skills & Qualifications

- 4-year college degree or 5+ years equivalent experience
- B2B sales
- Proven sales track record
- Technical sales experience
- Strong presentation and documentation skills
- Experience with technology and/or wireless data communications
- Knowledge of Salesforce or other CRM
- Power generation sales experience (desired but not required)
- Bilingual (desired but not required)

Location & Travel:

- Based in Houston, TX (considerations will be made for qualified candidates in other large Texas markets)
- Willingness to travel both domestically and internationally (50%-75%)



Culture - successful candidates will be/have:

- High energy, hungry to succeed in dynamic growth company environment
- High level of self-confidence and enjoy challenges
- 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 & life insurance
- 401k plan
- Paid time off
- Stock option 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 industrial Internet of Things (IIoT) wireless remote monitoring, diagnostics and control of critical assets. 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.