

Unit Drop Forge Co., Inc.
Job Description

Job Title: Regional Sales Manager
Department: Sales
Reports To: Vice President - Sales & Marketing
FLSA Status: Salaried Exempt
Date: 8/5/24

Summary

Are you ready to accelerate your career with a best-in-class organization that values innovation, dedication, and growth? Our employees are the key to our success and share our passion for teamwork, customer service, and operational excellence. If you want to join an industry-leading company that focuses on your professional growth and development, we'd love to hear from you!

What You'll Do:

We are seeking an experienced and dynamic Regional Sales Manager to perform day-to-day direct sales and sales account management duties. Responsibilities will include retaining an established sales account base and developing new accounts to maximize sales and company profitability. This role requires an experienced sales professional with excellent people skills.

Why You'll Love Working for Us:

- Competitive Wages and Benefits
- Comprehensive Benefit Package including Medical, Dental and Vision coverages
- Insurance: Life, Short and Long-Term Disability
- 401(K) Company Contribution of 3% regardless of employee participation
- Paid Vacation and Holidays (including the entire week of Thanksgiving and the entire week between Christmas and New Years Day).

Key Responsibilities:

- Be the primary liaison between Unit Drop Forge and our customers
- Be the primary liaison between the Sales Department and internal Manufacturing Departments
- Develop sales forecasts and objectives for the assigned area of responsibility.
- Track and ensure timely resolution of all customer commercial issues.
- Generate leads and develop new opportunities.
- Manage key customer relationships and market segments to ensure the highest level of customer service and satisfaction while increasing sales.
- Maintain a significant presence with major customers and build strong working relationships at all department levels.
- Create and cultivate strategic partnerships and formulate key account plans that stimulate sales growth.
- Champion the customer while actively seeking ways to improve profit, market share, and our reputation.

- Analyze the market and competition in order to offer value-added solutions and gain market share.
- Travel through assigned territory to call on existing and prospective customers with some overnight stays required.
- Review cost estimates and prepare quotations to ensure competitiveness while maintaining a high level of profitability.
- Submit quotations to customers and follow up to ensure new business opportunities are realized.
- Submit call reports on all customer visits.

Qualifications To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or Experience

Minimum of Bachelor of Science degree in an engineering or technical field; minimum of five years' industrial sales experience; or equivalent combination of education and experience. Experience in forging sales highly preferred.

Language Skills

Have the ability to read, analyze, and interpret drawings, technical procedures, technical specifications, and governmental regulations. Have the ability to write reports, general business correspondence, and procedure manuals. Have the ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

Mathematical Skills

Ability to work with mathematical concepts such as probability and statistical inference, and fundamentals of plane and solid geometry and trigonometry. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.

Reasoning Ability

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

Computer Skills

To perform this job successfully, an individual should have knowledge of MRP/ERP systems, Microsoft Outlook, Excel, Word, PowerPoint, and CRM software.

Certificates, Licenses, Registrations

Valid Driver's License

Other Qualifications

Must be available to travel to domestic customer locations on a regular basis.