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## Job Description: District Sales Manager

**Reports To:** VP, Sales & Marketing

**Direct Reports:** Sales Engineers

**Location:** United States, Various Markets

**Employment Type:** Full Time

### Summary

The District Sales Manager is the primary public business presence and professional representative of Blue Ridge Technologies in all markets served. They are responsible for increasing share and specification position within assigned market. The District Sales Manager will spend 75% of their time working with consultants and end users to create projects and opportunities. They spend 25% working with the various distribution channels within the market to place, capture and support opportunities.

### Responsibilities

Primary:

- Executing and achieving their territory and market business plans.
- Maintain a strong continuous focus on presenting and promoting Blue Ridge to architects, consulting engineers, end users, and potential distribution partners.
- Promote a “consulting” approach/position to distribution partners to foster increased opportunities to participate with their sales people in joint sales calls to engineering firms and end users.
- Maintain an up-to-date database of all architects, consultants and end user contacts.
- Report and maintain continuous communication with reference to any activity or efforts to Management.
- Assist in setting business plans, goals and quotas for distribution partners within assigned market.
- Identify and communicate competitor activity and achievements in both the assigned and general market.
- Product Sales training and feature updates for distribution partners.
- Perform other duties deemed necessary and integral to achieving company objectives

Additional:

- Resolve customer issues or difficulties in a manner that is consistent with the company mission, values, and financial objectives.
- Attend and work tradeshows as needed and determined by Management.
- Participate in product development by providing feedback on current products and identifying new or emerging opportunities.

### Qualifications

Required:

- AA/BS in Sales & Marketing, Technical Field, or equivalent successful experience in a similar controls industry sales role.
- Experience 3–5 Years in Outside Sales or Account Management
- Effective negotiation skills and ability to adapt to a rapidly evolving business climate
- Strong ability to craft and give presentations to diverse internal and external audiences
- Excellent communication, Interpersonal and organizational skills
- Ability to effectively manage time and priorities

- Available for Travel 60-75%

Preferred:

- Inside Sales and/or Customer Service Experience
- Basic understanding of electrical and mechanical control systems
- Read architectural, mechanical and electrical blueprints
- Proven Project Management skills.