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Regional Sales Representative

SUMMARY:

The Regional Sales Representative is a key role within the Company. The Regional Sales Representative will be the primary point of contact for activities related to Sales, Marketing and Finance in the region. The Regional Sales Representative will also be responsible for sales forecasting, developing opportunity for growth, market penetration, analytics, productivity, CRM maintenance and other sales support functions. This position reports directly to the General Manager. The success of the Regional Sales Representative role is determined by meeting sales targets while maintaining overhead of operations on budget.

Essential Duties

- Develop an in-depth knowledge of Ambilabs® core products and services and utilize this knowledge to successfully generate sales plus lead the sales team.
- Meeting / exceeding Sales performance leading indicator metrics on a week by week basis
- Prepare/send quotes and client proposals.
- Provide monthly reports on sales results and forecasting in a timely manner.
- Update and maintain CRM database in timely manner including documentation of reach outs, creation and update of opportunities, and utilizing reporting functions for metrics.
- Serve as the main point of contact for most general business issues in the region; escalate to national Sales and Operation Manager as appropriate.
- Organizational accountability for the product sales within the Region
- Manage assigned region to ensure effective customer relations with purchasing and end user.
- Contribute to and be part of the national sales and operations strategy for business growth.
- Effectively manage regional expenses to ensure delivery of internal gross margin goals.
- Perform sales calls and visits with all customers and potential customers in assigned region.
- Responsible for identifying processes and procedures needed and develop and implement accordingly in conjunction with the National Sales and Operation Manger.
- Remain knowledgeable of key processes, business initiatives and internal resources in order to assist the sales team in accomplishing company goals.

- Work closely with General Manager to address contract issues or concerns and to ensure the timeliness of contract review.
- Approve expenses and manage profitability reporting as it relates to field metrics.
- Work effectively with internal support departments (Marketing, Professional Services, and Product Development) to develop effective sales strategies that promote sales to new and existing customers.
- Work closely with Marketing to create, implement, and track successful marketing campaigns that maximize Ambilabs's® visibility with industrial, government, consulting, and research organizations and facilities.
- Continuously research and remain knowledgeable of industry trends and competition.
- Assist in trade show preparation
- Extensive travel required; expected to be on the road at least two weeks per month on average.
- Daily completion of time tracking reports.
- Representative will be covering the Eastern half of the United States and Canada, as well as the Caribbean, with focus being on the USA.
- Minimum Requirements and Qualifications:
 - 2 or more years of sales related experience in a scientific field
 - Bachelor's Degree in Science or Equivalent work experience
 - Strong Interpersonal, oral and written skills
 - Must be able to and willing to travel on a regular basis

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