

POSITION DESCRIPTION

- TITLE:** Regional Sales Manager, Northeast USA and parts of Canada
- COMPANY:** Company is involved with the sale, installation and support of packaging equipment, mainly in the pharmaceutical, medical device and cosmetic industries.
- OFFICE LOCATION:** Company headquarters are located in Blacksburg, Virginia, but ideal candidate is expected to live within the northeastern region near an international airport.
- OVERVIEW:** Self-motivated individual required for managing regional sales for company involved with packaging equipment design and integration. Engineering or technical background is required, along with strong management and organizational skills Extensive travel is necessary in the USA and Canada.
- RESPONSIBILITIES:**
- Manage and organize sales operations for a designated area
 - Coordinate and schedule sales calls to maximize time spent on the road
 - Develop new customer accounts in the Northeast Region as defined by ESS Technologies
 - Investigate and identify potential areas for sales growth.
 - Review all specifications for projects and review with engineering and manufacturing prior to quoting.
 - Generate detailed quote request documents to facilitate the quoting process and deliver proposals to clients in a timely fashion.
 - Organize and prepare regular updates for active customer projects



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Coordinate customer visits to and participate in the company's presence at industry trade shows to in order to generate the maximum exposure for ESS at the show.

EDUCATION AND EXPERIENCE:

Technical degree or equivalent experience managing a regional sales operation for a packaging equipment manufacturer.

Good mechanical/electrical background with packaging equipment sales experience

Good interpersonal skills required for customer relations.

Strong organizational skills with attention to detail.

Proficiency in the use of Microsoft Office

COMPENSATION AND BENEFITS:

Base compensation structure will be competitive and reviewed annually. This will be based on successful performance and achievement of company objectives.

Health insurance and major medical is offered. Company contributions for savings and investment plan.

Company paid Life Insurance

Vacation: 2 weeks after one year, 3 weeks after five years.

CONTACT:

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