



# REGIONAL SALES MANAGER

## SOUTHEAST REGION

### COMPANY DESCRIPTION

Easy Automation Inc. is always striving to be the easy choice. Creating innovative solutions from our customer's challenges allows us to create practical, quality products that are built upon years of experience. With a strong conviction of our values, our service-oriented approach ensures you and your company will always receive the best. Since 1986 and now with over 3,000 customer sites worldwide, our experienced staff has been automating feed mills and industrial processes for decades. The success of our customers is our top priority, and our service after the sale is what sets us apart from the rest.

### JOB OVERVIEW

Easy Automation is seeking an innovative field sales professional to prospect and sell our integrated solution of software, controls, and equipment to the feed and grain industry via telephone, internet presentations, and face-to-face meetings in the Southeast Region. The Regional Sales Manager will work closely with internal Sales Engineers to develop the customized solution for the customer. The sales manager will be responsible for the entire sales process from prospecting through signed agreement.

### EXPECTATIONS OF THIS POSITION

- Develop and maintain a broad level of knowledge of Easy Automation's Integrated Solutions.
- Identify sales opportunities through prospecting, building relationships with current EAI customers in the region, lead follow up, networking, and millwright partner relationships.
- Follow and exhibit qualities of our core values-Empathy, Integrity, Perseverance, and Approachability.
- Create and foster relationships with Easy Automation end customers, as well as millwrights and industry partners to increase opportunities.
- Be a valued member of the sales team by collaborating with sales engineering, marketing, sales assistants, the Vice President of Sales, as well as other Regional Managers.
- Attend tradeshow and other networking opportunities.

## PREFERRED QUALITIES IN A CANDIDATE

- 3+ Years of Successful Business to Business Sales Experience with an emphasis on Business Development and acquiring new customers.
- Create Problem Solving Skills
- General Knowledge of The Feed And Grain Industry and/or Industrial Automation and Software.
- Strong PC, Phone, and Internet skills including experience using Microsoft Office, Outlook, Salesforce CRM, and presentation equipment.
- A Willingness to Travel 30% of the time or more.
- Excellent written and verbal communication skills to be utilized in face-to-face, over the phone, as well as through email communication.
- Preferably located in the Southeast Region to ease facilitation of travel.

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