

## Regional Sales Manager - Gulf Coast Region

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Company: Ruhrpumpen

Location: Baton Rouge

Category: other-general

Working at Ruhrpumpen means being part of a team that values innovation, dynamism, and creativity. Join our team, experience making a difference and build your career!

### **As a Regional Sales Manager for the Gulf Coast Region (Texas & Louisiana)**

provide a single point contact for Ruhrpumpen sales & customer support related to Municipal, Waste and Water business, managing a defined territory, and leading strategic focus with regular interface for assigned accounts. The Regional Sales Manager will be responsible for increase sales, to expand market share and profitably grow for the assigned product portfolio, offerings product offering and aftermarket services.

#### **Main responsibilities:**

Single Point of Contact calling on customers in the territory.

Grow business in the Municipal Market.

Maintains active communications with respective In-House personnel.

Develop and maintain active relationships with buying influences to maintain and grow customer / territory interactions.

Identify and work with customers to understand and define individual needs

Responsible for territory/customer forecast, budgets, and cost control via company approved systems, methods, and policies.

Negotiate orders, (technical, commercial, and legal terms and conditions)

Responsible for all customer / territory communications and interactions through daily update in CRM and forecast which includes industry / market / account competitive analysis to support management strategy development.

### **Job's requirements:**

Bachelor in Mechanical Engineering or equivalent.

5+ years of experience in similar roles, selling pump products and services in the Gulf Coast (Texas & Louisiana).

Availability and willingness to travel to customer locations up to 50% of the time.

Commercial experience within the Municipal industry

Excellent communication skills

Ability to develop and execute individual business plans

At Ruhrpumpen, we value every employee, recognizing that each person contributes to our success through their position. We are a growing team, join us and live Rurhpumpen!

***This position is flexible in location, candidates can be located in Texas or Louisiana.***

***This position will have full home office work scheme, but travelling to meet clients.***

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### **Cross References and Citations:**

**1. Regional Sales Manager - Gulf Coast Region EnforcementjobsJobs Baton Rouge Enforcementjobs** ↗

**2. Regional Sales Manager - Gulf Coast Region Topjobsearch Jobs Baton Rouge Topjobsearch** ↗

**3. Regional Sales Manager - Gulf Coast Region Usajobsfinder Jobs Baton Rouge Usajobsfinder** ↗

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