

TITLE: Regional Account Manager
REPORTS TO: Marketing Manager in San Diego, CA
LOCATION: Florida/South-East USA

Please send your resume and cover letter to: klt@kingleetech.com

This is a remote position based in the South-Eastern US, preferably Florida.

About King Lee Technologies

King Lee Technologies is a global leader in water purification support in San Diego, California. Since 1977, we have developed and refined chemical products and services toward client success with efficient processes, reduced chemical usage, and purification of challenging water. To learn more about us, please visit www.kingleetech.com.

POSITION SUMMARY

King Lee Technologies is currently looking for a Regional Technical Sales Professional to add to our team. This Regional Account Manager will enhance the existing vision of King Lee Technologies as a water treatment industry leader. Applicants must have experience in technical sales, reverse osmosis systems, and be willing to travel frequently and work from home.

Primary Job Responsibilities

Business Development and Growth

- Identify and establishing new business
- Provide product education and instruction including conducting webinars, presentations and technical workshops
- Attend trade exhibitions, conferences and meetings to identify and build relationships
- Potential for territory expansion

Client Management

- Oversee all aspects of the customer relationship from introduction to close
- Build a plan and organizing sales visits
- Liaise with existing clients
- Prepare bids, proposals and quotations
- Provide pre-sales and post-sales support
- Negotiate contracts, terms and conditions
- Build relationships with consulting engineers, water treatment plant superintendents, operators, and key distributors
- Drive customer satisfaction by building trust through professional and service relationships within water treatment plants
- Deliver sales results that meet and or exceed sales goals

Recordkeeping and Reporting

- Management of territory to include detailed documentation of effective pre-call and post-call records via the company's CRM and internal network
- Utilization of resources within territory following corporate direction
- Reviewing cost and sales performance
- Compliance with all sales promotional/corporate guidelines
- Apply strategic thinking to develop and execute quarterly/semi-annual action plans
- Use CRM's sales funnel to navigate client journey through all stages of the sales process

Cross-Functional Work

- Work cross-functionally with different departments including sales, marketing, technical, and operations
- Work closely with the marketing manager on lead generation and following up on leads
- Use marketing material including brochures, presentations, flyers and other media during the sales process to maintain continuity across the brand and drive awareness
- Work closely with other regional sales reps to grow business
- Work closely with the technical department to stay up-to-date on product development, provide input and receive guidance as needed

Qualifications/Competencies

- Bachelor's degree in chemical/mechanical engineering or chemistry preferred
- 4+ years of field sales or operational experience within the membrane water treatment industry
- Ability to translate complex scientific information into written and verbal form to both technical and non-technical audiences
- Technology savvy, can quickly learn new software and has experience with video conference calling, webinars, and CRM
- Documented record of successful selling
- Excellent written and oral communication skills, including preparing and delivering presentations
- Ability to accommodate and enjoy up to 50-70% travel by plane, train and/or automobile (including overnight travel) (amount of travel depends on assigned territory)
- Must live within assigned territory
- Experience with bulk chemicals and/or with equipment or machinery preferred
- Expertise in the areas of water industry operations and, more specifically, reverse osmosis preferred

Values and Behaviors

- Prefers hands-on interaction
- Results-driven
- Initiative and self-propelled
- Entrepreneurial mindset
- Customer/quality focus
- Innovative and creative
- Open communication/collaboration
- Empowerment/accountability
- Commitment/self-discipline
- Infallible sense of integrity and honesty
- High sense of urgency
- Problem-solving skills
- Demonstrated business acumen

Selling

- Cold calling
- Relationship-focused – building & maintaining
- Purposeful in probes and listens
- Cross selling and consultive selling
- Closing skills
- Coordinates with teammates/management

Position will be full time from home with 50-70% travel. Benefits include health, dental, vision and retirement plan. You will be provided with a cell phone (if needed) and a car stipend. This is a salaried position and pay will reflect experience. Must provide sales-related references, as well as present during the on-site interview with both sales and technical content.