



## REGIONAL SALES REPRESENTATIVE

We are currently seeking a highly motivated and experienced sales professional to join our team selling portable emissions analyzers as a Regional Sales Representative.

### **Required Qualifications:**

- Minimum of five years sales experience in direct sales capacity within a B&B sales environment.
- Experience selling technology products for diverse applications.
- Ability to comprehend end-user applications, recognize the requirements and be able to present a solution using ECOM Products.
- Experience in working with resellers & distributors.
- Ability to work both independently and as part of a team.
- Ability to quickly learn new technologies and confidently present and detail them to the end user.
- Strong relationship building skills.
- Demonstrates a positive and motivated attitude and knows how to drive sales through all channels.
- An excellent communicator, with strong negotiating skills.
- BA in Business Administration or equivalent experience.

### **Essential Duties & Responsibilities:**

- Generates new sales leads through market research and cold calling – grow sales revenue.
- Responsible for selling ECOM's products into diverse industries.
- Introduce products and promotional programs to the customer base.
- Assist in the development and implementation of the regional sales plan and strategy.
- Execute and meet the regional sales plan and provide regular reports.
- Effectively perform product demonstrations and technical presentations.