

<b>POSITION TITLE:</b>	Regional Sales Manager		
<b>LOCATION:</b>	Riverside, MO		
<b>DEPARTMENT:</b>	Sales		
<b>FLSA STATUS:</b>	<input checked="" type="checkbox"/> Exempt	<input type="checkbox"/> Non-Exempt	

This position description identifies the major responsibilities of this job. It does not include all aspects of the position such as the potential additional duties assigned by supervisors and the requirement for flexibility in helping others for the company's overall benefit.

**POSITION SUMMARY:**

This position will be responsible for the promotion and sales of all Marlen International product lines in the Company's designated northeast region of the U.S.

**ESSENTIAL RESPONSIBILITIES:**

- Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; managing expenditures; initiating corrective actions
  - Meets sales objectives by following sales plan and meeting quotas
  - 60% of time spent travelling in territory calling on accounts - Farming
    - Account development and solution identification
    - Needs assessment, process verification, advise of possible solutions
    - Meet with decision makers – account review, opportunity review, next steps
    - Target 8-10 meetings per week
    - Understand plant operations, products and objectives
    - Propose/Quote/Close
    - All documented into CRM
  - 40% of time spent in office (remote home office) – Hunting
    - Required to spend at minimum of 3 hours per day prospecting (Hunting) new accounts/opportunities
    - Target 10 completed Hunting calls per day
    - Follow up on active opportunities
    - Itinerary planning for upcoming weeks – scheduling meetings
    - Farming calls to existing customers
  - All sales activity recorded in CRM system
  - Quoting of projects – use quoting tool
  - Maintain pipeline of opportunities – appropriate follow up and next steps recorded
  - Work with Product Managers for technical and sales support
  - Weekly activity call – Monday with sales team
  - Attend trade shows and sales meetings as scheduled
- Responsible for establishing demo criteria for field demonstrations

**POSITION REQUIREMENTS:**

- Territory Management Experience
- Presentation Skills
- Microsoft Office Computer Skills
- 4-year Degree
- Minimum 2 Years' Sales Experience in the Food Processing Machinery
- Salesforce or similar CRM Skills

**ADDITIONAL INFORMATION:**

Marlen International, Inc. is a global manufacturer of food processing equipment for a variety of products including meat, poultry, pet food, fish, vegetables, fruit, bakery, confectioneries, snacks and dairy goods. Marlen International products are sold under the Marlen and Carruthers brand names. For more than 50 years, Marlen International has manufactured pumping, portioning, filling, size reduction, thermal processing and material handling equipment for pumping, portioning, filling, dicing, grinding, slicing, reducing, chilling and cooking food products. Hundreds of blue chip food processors turn to Marlen International for highly engineered products, replacement parts, and field services.