



GRAHAM ENGINEERING

## POSITION DESCRIPTION

Date: September, 2017

Title of Position: Regional Sales Manager – South East Territory

Reports to: VP Global Sales

FLSA Classification: Exempt

Salary Grade:

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### Position Summary:

This position is for a regional sales manager that has the technical skills, sales skills, and ability to leverage the American Kuhne brand's presence in extrusion to drive sales growth in the South East Territory.

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### Specific Job Responsibilities & Duties:

1. Responsible for direct sales of extruders, extrusion systems screws and parts.
2. Build, develop and manage customer relationships before, during and after sale.
3. Support Sales Representatives in all aspects of selling products and building customer relationships.
4. Work with Inside Sales, Operations, and Engineering to complete extruder specs in a timely manner and to customer for approval.
5. Work with all necessary internal resources to get accurate customer quotes out in a timely manner to secure Purchase Orders.
6. "Cold call" companies to introduce the Company and its product lines.
7. Maintain rapport with current customers by making periodic visits, exploring specific needs and growth opportunities, resolving problems and exceeding customer expectations.
8. Maintain Customer Relationship Management (CRM) database with all customer contacts.
9. Work with Business Development Manager and VP of Sales to negotiate pricing and terms.
10. Meet or exceed sales goals.
11. Use best practice sales tools and techniques to be as effective and efficient as possible.
12. Monitor and communicate market volatility and competitor strategy information to help preserve Company's competitive edge.
13. Participate in all industry trade shows where Company exhibits.
14. All other duties as assigned.

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### Qualifications:

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### **Education**

- Bachelor's Degree in Engineering, Business Administration or equivalent; MBA is a plus

### **Experience**

- Minimum of 5 years in a Technical Sales position, with proven sales record.
- Extrusion experience preferred

### **Skills/Critical Competencies**

- Must be team oriented, customer driven, and have excellent negotiation skills
- Must have superior written and oral communication skills with strong presentation skills
- Problem analysis and problems resolution at a functional level
- Strong customer orientation
- Excellent interpersonal skills
- Must be able to prioritize and plan work activities, use time efficiently and set goals and objectives
- A track record of ethical business behavior
- Commitment to American Kuhne and Graham company values

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### **Dominant Physical Requirements & Essential Job Functions:**

- The incumbent for this position must be mobile enough to attend meetings, travel to customer locations, and meet with people at all levels of the organization and customers.
- Travel is a must for this position, including some overseas traveling.
- Regular and predictable attendance is also an essential job function.
- While performing the duties of this job the employee is required to stand; walk; sit; use hands to finger, handle, or feel objects, tools or controls; reach with hands and arms; climb stairs; balance; stoop, kneel, crouch or crawl; talk or hear; taste or smell.
- The employee must occasionally lift and/or move up to 40+ pounds.
- Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.