



Position Description: Regional Sales Manager – Central USA

Reports to: North America Sales Director
Department: Sales & Marketing
Last Updated: April 26, 2018

Position Summary

The Regional Sales Manager (RSM) position represents the Kolberg-Pioneer, Inc. (KPI), Johnson Crushers International, Inc. (JCI) and Astec Mobile Screens, Inc. (AMS) subsidiaries (Company) as the primary contact with distributors, as well as existing and potential customers. The RSM initiates and supervises all sales activity between the company and its customers. The RSM is accountable for understanding customer requirements and satisfying those requirements over the short/long term in a professional manner that assures the successful execution of the territory sales plan.

Excellent communication, negotiation and interpersonal skills are required. A strong work ethic and personal discipline are necessary for success in this position. Excellent time management skills are required in order to effectively cover a large and/or multi-state territory, along with developing and maintaining customer base.

Position will require a thorough technical knowledge of Company products, services and capabilities, along with general knowledge of sister company products and services. Also, must be well versed on competitor products, services and strategies.

Knowledge, Skills and Abilities

- Bachelor's degree from a four-year college/university or a minimum of four (4) years of sales experience required.
- Preference on field sales experience for construction equipment manufacturer or dealer.
- Must be skilled in Microsoft Word, Excel, Power Point and Outlook, as well as versed in CRM programs.

Regional Sales Manager: _____

Date: _____