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## Regional Sales Manager (RSM)

### SUMMARY:

We are currently looking for an energetic, self-motivated sales professional to join our industry-leading sales team. Working under minimal supervision, the Regional Sales Manager will lead, sell, and promote all environmental software products and services for the designated region. Duties of this position include: Develop and execute sales plan according to company policy, which will consist of strategic and tactical sales planning along with identifying, qualifying, demonstrating, and presenting product capabilities to prospects to increase sales and market share. The Regional Sales Manager will play a vital role in the continued growth of the company.

### PRIMARY RESPONSIBILITIES:

- Establish, develop, and maintain business relationships with prospective customers and partners in the assigned territory to generate new business for the company's software/services.
- Meet or exceed all assigned quotas and related components.
- Perform onsite assessments and conduct comprehensive product demonstrations.
- Deliver and manage all product presentations, either onsite or via web demo.
- Manage clear lines of communication with prospective clients throughout the sales process.
- Facilitate resolution of major sales objections presented by customers.
- Participate in and manage contract negotiations.
- Develop sales and marketing strategies to ensure market share, growth, and success.
- Perform accurate and timely territory and pipeline reporting as defined.
- Gather and analyze market intelligence providing ongoing opportunity/threat analysis.
- Maintain responsibility for all cross-functional department resource allocations to the sales cycle.
- Plan, execute and attend regional/national trade shows and seminars.
- Compile lists of prospective customers for use as sales leads, based on information from field marketing, direct marketing, business directories, industry ads, trade shows, Internet Web sites, installed base, and other sources.
- Develop and deploy digital media and cold calling campaigns for lead generation and qualification.
- Through a consultative approach, analyze customer's needs and recommend solutions that best meet customer's requirements.
- Assist in the generation of proposals, their pricing, and terms.
- To follow up on bid proposals in response to customer requests.
- Estimate date of delivery to the customer, based on knowledge of production and delivery schedules.
- Prepares reports of business transactions, maintains up to date and accurate account profiles, and keeps expense accounts.

### DESIRED SKILLS AND EXPERIENCE:

- Bachelor's degree.
- Minimum of 5 years' experience in selling technical software products.
- Must possess excellent verbal and written communication skills.
- Experienced with Microsoft Excel, PowerPoint, and Word.

- Established business acumen, organizational skills, and is goal-oriented.
- Experienced with CRM software platforms.
- Works in an ethical, respectful manner with all customers and co-workers.
- Integrity, team player, responsible and professional demeanor.
- Problem-solving and project management skills.
- Must be results-orientated and able to work both independently and within a team environment.
- Experience with complex software systems, managing multiple prospective clients thru a long sales cycle is required.
- Proven ability to close sales directly and indirectly via technology partnerships.
- Proven record of meeting or exceeding sales quota.
- Experience demoing software systems.
- Ability to grasp and demonstrate a basic understanding of the technical aspects of air compliance data acquisition systems, the component aspects of a deliverable system and the associated regulations.
- Ability to lift and/or move up to 50 pounds.
- A valid driver's license and safe driving record is required.
- Ability to travel 25-50% of the time.

**COMPANY DESCRIPTION:**

VIM Technologies is the established leader in innovative environmental air compliance software and service solutions serving all industries impacted by USEPA regulations. Our innovative data acquisition product coupled with our commitment to service provides a superior end-user experience, simplifying the data collection and emissions reporting process.

[Email to apply](#)