



1639 Old Dixie Highway
P.O. Box 2806
Vero Beach, FL 32961-2806
Phone 772.567.3423
Fax 772.567.3432

Job Description: Regional Sales Director (Remote)

This is a quota carrying position. The initial quarterly quota is \$2million per quarter. Responsibilities include:

Selling, prospecting, and administration for accounts in an assigned geographic territory.

Develop and execute an impactful quarterly sales territory plan. Sell Aluma Tower Company's Tower, Trailer, and Shelter solutions.

A minimum sales activity of 10 calls per day for prospecting and sales is required. All activities must be entered into company's CRM system.

Submit trip reports to VP of Global Sales within 24 hours of returning to the company after a key visit with customer or prospect.

Submit reports to VP of Global Sales within 24 hours after scheduled key calls with strategic customers.

Update all sales forecast weekly in SharePoint.

Contract negotiation and administration.

Work closely with VP of Global Sales to manage assigned strategic account, using a strategic selling methodology.

Assigned accounts may be changed/reassigned depending on performance.

Work closely with Technical Sales Manager (TSM) and make joint sales calls to customers and prospects.

Make joint calls with VP of Global Sales to your top ten accounts at least once per quarter to each top ten account.

Penetrate accounts horizontally by utilizing interactions between Aluma Executive Management and customer executives.



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General Qualifications of the position:

- 5+ years in technology sales and channel experience selling into the any of the Aluma Tower Company vertical markets (Surveillance, Oil Gas and Energy, Public Safety, or Telecom).
- 2+ years of experience in a national channel sales organization.
- Track, record, build and execute strategies to acquire a new customer base and maintain the existing one.
- Ability to build relationships and influence cross functionally; coordinating and leading executive level sales meetings and implementing quarterly business plans.
- Great relationship skills, tenacity, resilience and inter-personal/presentation skills.
- Strong organizational skills with the ability to multi-task and set priorities.
- Bachelor's degree or equivalent preferred.
- Knowledge of Microsoft Office 365 at an intermediate level is required (WORD, Excel, PowerPoint)