

## **Director of Sales - West**

**Classification:** Exempt, Full-Time (40hrs.)

**Salary:**

**Travel:** 50-75%

**Report to:** Vice President of Sales and Marketing

**Candidate must reside:** CA (preferred), TX, AZ, CO, WA, OR

### **JOB DESCRIPTION:**

As the Director of Sales, you will be part of the **Solmetex Sales & Marketing** team, responsible for four major areas: Sales Team Management, Local Distribution Relationships, POTW Advancement, DSO and Universities.

### **Responsibilities:**

#### **Sales Team Management**

Responsible for growing business within an assigned territory through Independent Sales Representatives.

#### **Local Distribution**

Manage and grow key relationships within authorized dealer network. This includes merchandise representatives, equipment specialists, service team members, customer service team, and distribution management.

#### **DSO & Universities**

Responsible for creating and growing business opportunities with DSO & Universities in coordination with Independent Sales Representatives.

#### **POTW/Local Regulators**

Identify and maintain relationships with local and state water regulators with a focus on education and implementation of all federal regulations and Solmetex products.

#### **Other Responsibilities:**

Including, but not limited to: tradeshows, dealer sales meetings, dealer customer events, local study clubs, marketing/sales programs for local distribution, dealer trainings, customer relationship management tool (CRM) entry.

### **Qualifications**

- Previous management experience
- Computer skills (MS Office Word, Outlook, Excel, PowerPoint)
- Experience working with a CRM system
- Ability to work individually and as part of a team