

Regional Sales Manager

September 15, 2021

Great Lakes Territory – Indiana, Michigan, Ohio, & Kentucky

The Company

TeeJet Technologies is a subsidiary of Spraying Systems Co., a U.S. based multi-national company with more than 80 years of growth, market leadership, diversification, and stability. We specialize in the engineering, manufacturing, and marketing of precision spray nozzles, valves, accessories, control systems technology and application data management tools.

Position Overview

TeeJet Technologies is searching for an experienced Regional Sales Manager to join our global sales team in representing our broad line of fluid delivery, guidance & application control systems to the agricultural industry. As a member of a fast-paced and talented team, you will introduce the products our customers will use to achieve high-end performance in product application systems used around the world.

Description

As Regional Sales Manager, you are the primary customer-facing representative of the TeeJet brand, and an integral part of a team dedicated to institutionalizing the use of cutting-edge technology to improve efficiency in modern farming applications.

Responsibilities

- New Business Development - Identify, build, and manage long-term relationships with key OEM's and distributors involved in the manufacture and sale of agricultural equipment and parts.
- Determine individual customer needs. Initiate and complete proposals to gain market share with these customers.
- Identify the true stakeholders and decision makers in customer organizations and position the complete TeeJet value proposition to successfully influence product selection and buying decisions.
- Business Development – Maintain and grow a significant base of existing/new OEM and distributor accounts. Regional Sales Manager activities include market research, industry research, competitive analysis, and customer needs assessment. Define key markets and customers within the region.
- Confidently present company and product information from boardrooms, to parts counters, and to small and large audiences of varied backgrounds and technical capabilities.
- Product Management - Provide market requirements and input for existing products, product revisions, and products in development. Activities include opportunity assessment, customer feedback, market research, identifying competitors and pricing recommendations.

- Influencer Development - Identify, build, and manage long-term relationships with key influencers who shape agricultural application equipment applications and markets.
- Maintain awareness of competitive products, personnel, and business activities.
- Participate in the development and delivery of specific communications and training programs.
- Participate in industry tradeshows, training events, and customer product seminars.

Minimum Qualifications

- Bachelor's Degree in a related field including but not limited to Ag Engineering / Ag Technology / Electronics.
- An adaptable, proactive, and self-motivated approach to business development and willingness to take ownership.
- Ability to understand the customer viewpoint and to communicate it to support and management staff, for both commercial and technical issues.
- Experienced in the use of Microsoft suite of products, including Excel, Word, PowerPoint & Outlook.

Preferred Skills & Qualifications

- Experience with the application of crop protection chemicals and fertilizers.
- Understanding and experience with agri-chemical application equipment and their use.
- Experience with troubleshooting and problem solving of electro-mechanical and electrical devices in a mobile machinery environment.
- Awareness of GNSS technology, standards, and protocols.

To apply, please e-mail your resume to: careers@teejet.com