

May 15, 2023

## Regional Sales Manager South Central USA

**Job Description:**

TeeJet Technologies is seeking a dynamic individual desiring a career position with our external sales team. In this position, the Regional Sales Manager will represent TeeJet Technologies' brand, products, and reputation to a broad range of customers and contacts within the territory. Our broad line of products includes TeeJet spray tip, valve, and component products, as well as our precision GPS guidance, control, monitoring, and steering products.

This individual will be responsible for growing and maintaining the OEM and aftermarket business segments in the designated territory. Responsibilities will include planning and executing sales and marketing plans. The selected candidate will be a high energy self-starter operating from a home-based office within the sales territory. Relocation of the right candidate will be supported if not currently living in the territory.

The position requires agricultural industry experience and a university degree in an agronomic discipline.

**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.
- Business Strategy Development – Maintenance of a significant base of existing OEM and distributor accounts. Define, refine, evaluate, and implement strategic plans. These activities include market research, industry research, competitive analysis, and customer needs assessment. Define key markets and customers within the region.
- Market Strategy Development – Participate in developing sound marketing strategies to grow sales and increase market share. This will include value proposition development and product positioning, as well as pricing, branding, channel, and promotional strategies.
- Communications - Ability to confidently present company and product information from boardrooms to parts counters, and to audiences of mixed sizes and knowledge bases.
- Product Management – Provide marketing requirements and input for existing products 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.
- Maintaining awareness of competitive products and activities.
- Assist in the development of specific communications and training programs.
- Participation in the industry tradeshows and customer product seminars.

To apply, please e-mail your resume to: [careers@teejet.com](mailto:careers@teejet.com)

TeeJet Technologies is a subsidiary of Spraying Systems Co. and is a leading manufacturer of precision spray nozzles and application accessories, control system technology, and application data management.