

# Regional Sales Manager (Gulf Coast)

## Build a Best-in-Class Sales Organization at a Company Poised for Strong Growth

What does every top-notch sales professional need to be successful?

### A top-notch product to sell:

- Most technically advanced product in the market
- Best “cost of ownership” in the market
- Committed to growth and expansion in the market place

### Why RTP?

- Competitive pay and benefits
- Uncapped Earning Potential
- Abundant career opportunities

### Take ownership of sales strategy, infrastructure and talent.

The primary responsibility of the Regional Sales Manager is to lead the business development efforts for small to medium sized customers within the Gulf Coast region. This role emphasizes aggressively establishing new relationships and generating revenue growth. The Regional Sales Manager will be responsible for developing and executing prospecting plans that will lead to successful signing of new business contracts. The Regional Sales Manager will lead the sales cycle coordinating all information, activities & internal resources. They will act as a business consultant to establish credibility with prospects through an understanding of their business issues and present logical, economically beneficial solutions. The Regional Sales Manager will know internal mission, policies, & structure to bring resources and efficiency to the sales cycle.

### Do you have what it takes?

- Hunter- Do you possess effective prospecting skills that will enable you to identify, penetrate and close on new business?
- Ownership- Do you possess a consultative sales approach combined with effective negotiation skills and excellent written and verbal communication? Do you have a desire to accept new challenges? Are you results driven?
- Strong Work Ethic- Do you have a persevering, professional and positive attitude? Can you successfully manage your time, prioritize your workload and work independently while staying motivated?
- Accountability- Are you results driven and able to establish challenging goals? Are you committed to constant improvement and learning?
- Compensation- Earn excellent compensation & benefits, including a competitive base + uncapped commission.

### You'll need some experience:

- Minimum four years sales experience (safety or process control selling SIS, DCS, PLC)
- Knowledge of the fundamentals of the industrial industry, specifically chemical, oil, and gas in the Gulf Coast and familiarity with industry leaders and competitors
- Bachelor's degree or equivalent experience required
- Proven prospecting skills that deliver new business

RTP Corp. located in Pompano Beach, FL is an established company with a strong reputation in critical control and safety applications. Our control products have been purchased and installed by major global customers for more than 50 years. To find out more about RTP Corp., please visit our web site at [www.rtpcorp.com](http://www.rtpcorp.com).

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