



Job Title: Regional Representative- South West Territory -USA
Reporting to: Director of Training *and* National Sales Manager
Headquarters: Warminster, PA, USA

EcoFINISH is a rapidly expanding manufacturer of high performance industrial coatings and aquatic coatings with our own patented installation system. Based in Warminster, Pennsylvania, ecoFINISH is available on four continents: North America, Europe, Asia and Oceania, with over 255 ecoFINISH Dealers in over 57 countries.

Job Summary:

ecoFINISH® looking for a candidate based out of Arizona, Nevada, or Utah that has experience in business development or account management in the South West region of the United States. The primary functions include generating leads and acquiring new accounts. The Regional Representative is also responsible for providing training, technical support, and facilitating sales with our current customers within your given territory.

This role will focus on obtaining sales targets developing and solidifying customer relationships and providing technical support. The qualified candidate will also need to handle account or product inquiries, product troubleshooting, and train new account holders, including some physical labor, to demonstrate hands-on installation techniques.

A flexible schedule is required, as the Regional Representative will be required to travel to visit our customers for sales calls and to provide support and training to existing customers when needed. The successful candidate will report directly to the Director of Training and the North American Sales Manager.

Key Responsibilities include:

- Provide on-hand training and technical support to new and existing customers.
- Researching, prospecting, and qualifying leads.
- Present and sell company products and services to new and existing customers
- Ability to meet sales quotas, expand client database
- Attend meetings, sales events, and trainings to keep abreast of the latest developments.
- Attend in-person and virtual trade shows, follow up on leads
- Training (and re-training) Dealers by teaching proper installation practices and upholding the company processes.
- Hands-on knowledge of our operations and application techniques, maintenance, and equipment repair.
- Identifying and providing resolutions to installation and product application issues.
- Utilizing the CRM
- Must be able to build a rapport with our Customers
- Availability by phone to take the customer's calls, including weeknights and weekends if needed.

Qualifications:

- Previous experience in outside sales or account management required
- Must speak English fluently. Second language a bonus but not required.
- Excellent verbal and written communication skills; professional, articulate voice
- Must be able to travel by land, air, or sea as needed. Travel by air will be required for distances of 5 hours or more. Travel by car will be required for distances of 5 hours or less.
- Prior B2B experience
- Must be able to lift 50 lbs.
- Strong negotiation skills
- Familiarity with CRM platforms
- Self-motivated and able to work independently to meet deadlines
- Excellent team communication skills
- Ability to work in a fast-paced and evolving environment

Benefits

Full time position with competitive salary based on experience. Dental, vision, and health insurance coverage after 90 days. 401K. Company car (or allowance) and company cellphone and laptop are provided to you. Paid time off. Paid training and work-related travel expenses.

The above statements reflect the general tasks, duties, activities and/or responsibilities necessary to describe this position and is not intended to set forth all of the specific requirements of the job. These job duties/responsibilities may change or vary in response to business needs.