



JOB POSTING

TO: All Employees
FROM: HR Department
DATE: January 5, 2018
OPENING: CLM – Regional Account Manager (RAM)

Summary:

The ClimateMaster Regional Account Managers (RAM) primary goal is the promotion and sale of CLM's products through a network of Manufacturers Representatives (Commercial) and Distributors (Residential). It is the responsibility of the RAM to assist in developing annual sales volume and market share goals for their territory and facilitate the attainment of these goals through their activities in the region.

Essential Functions:

- Ability to travel 50% to Manufacturers Representatives offices, Engineers, Mechanical Contractors, Distributors and Owner Accounts. Minimum quarterly factory visits following initial training.
- Monthly regional forecast, market/price/project/marketshare/training review and update to Director.
- Trade shows, industry meetings, presentations and educational seminars as required.
- Weekly construction data research and review followed by reporting to Manufacturers representatives.
- Quarterly Market data reviews with Manufacturers Representatives and Distributors.
- Annual regional market forecast, individual Representative plan recommendations and personal growth and sales plan compatible with the growth expectation of the company.
- Review of Manufacturers Representatives project take-offs for accuracy, pricing, alternative proposals and sales strategy.
- Thorough knowledge of the companies' products, system applications, selection and ordering programs, promotional tools and coach field sales representatives in their use.
- Develop and maintain a Representative Assessment including information regarding customers and competitors, SWOT analysis and action plans. (Provided quarterly at Quarterly Sales Meetings.)
- Participate, if not initiate VOC (Voice of Customer) along with Product Management throughout the year.

Skills & Abilities

Education: Education: B.S. degree in a business or technical area with extensive experience in the design and sale of water sourced heat pump systems

Experience:

- Coaching others in the education, promotion and sale of air conditioning/heating systems.
- Business management with a basic understanding of the business practices of Manufacturers Representatives
- Designing, construction and servicing of hvac systems.
- Creating, developing and implementing business plans, including contingency plans associated with financial results
- Making presentations in front of audiences
- Supervisory experience
- Solid computer and systems knowledge

Computer Skills: Skilled with MS Office suite

If you are interested in applying for this position, please **submit resume** to Scott Kinder in HR by Thursday January 18, 2018.

