



GROEBNER®
POWERED BY EXPERIENCE

Regional Sales Specialist – Contractor Solutions

Primary Location: Home Office

Reports to: Manager – Contractor Solutions

Description:

A leader in the natural gas industry since 1976, GROEBNER is a distributor and manufacturers' representative focused on natural gas companies and contractors. Now third generation led, we are proud to be family owned and operated for more than 50 years. Team GROEBNER has more than 650 years of combined industry experience and focuses every day on providing safe, reliable products, training, and services to our customers in support of their ever-changing needs.

Summary:

This position will be responsible for managing regional contractor sales for GROEBNER. The Regional Sales Specialist will develop customized contractor programs to promote new sales and growth opportunities as well as increase sales in new and emerging product categories. This is a customer facing position to establish, maintain, and nurture customer relationships. The Regional Sales Specialist will also hold responsibilities to directly perform inside sales tasks to meet demands of territory. Travel will also be required to build relationships with our contractors covering territory in Alabama, Arkansas, Louisiana, Mississippi, Oklahoma, and Texas. Preferred residence in one of the covered territory states within an hour from an international airport.

GCS Regional Sales Specialist Responsibilities:

- Lead development and coordination of designated contractor sales related activities
- Responsible as key contact for all Contractor customers in the states listed above
- Collaborate with Territory Managers and inside sales team to establish and recommend sales strategies and services
- React with high sense of urgency to customer needs as they arise
- Directly perform inside sales tasks to meet demands of territory
- Communicate weekly tasks, objectives and opportunities within territory
- Build and foster relationships within the contractor companies inside territory
- Develop and implement plans and strategies to support and grow business
- Prioritize opportunities within the products that we represent to realize the largest positive returns
- Analyze opportunities for further related product lines and services to ensure a fit within GROEBNER
- Conduct joint sales calls with Territory Managers to show a high level of support to our customers
- Travel up to 50% for customer meetings, branch visits, and regional trade shows
- Collaborate with GROEBNER sales force to prioritize goals and opportunities
- Provide training sessions for our customers and sales force on contractor solutions
- Perform other duties as assigned

MINNESOTA

21801 Industrial Blvd.
Rogers, MN 55374

ILLINOIS

450 Fenton Lane, Suite 902
West Chicago, IL 60185

KANSAS

19935 West 161st St., Suite A
Olathe, KS 66062

TEXAS

5000 Kaltenbrun Rd.
Fort Worth, TX 76119

Qualifications:

- High School Diploma or GED required
- Associate's or Bachelor's degree in related field preferred
- Minimum of seven years related experience and training required
- Must have a valid driver's license with acceptable driving record
- Must be available to travel up to 50% by vehicle and/or airplane
- Must be available to hold in office hours in order to collaborate directly with team when not traveling (exact in office days flexible based on work demands)
- Experience managing direct reports preferred

Skills:

- Excellent verbal and written communication skills
- Strong organizational skills
- Strong problem-solving and analytical skills to interpret sales performance and market trends
- Positive mental attitude
- Proficiency in Microsoft Office Suite
- Experience developing marketing and sales strategies
- Professional presentation skills

Abilities:

- Ability to perform in a professional manner
- Ability to manage multi-functional tasks
- Ability to navigate complex business scenarios
- Ability to speak effectively before groups of customers
- Ability to motivate and lead team members in the organization
- Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals

Working Environment:

- Must be able to sit, walk or stand for extended periods
- Must be able to travel for business related matters as they arise
- Must occasionally lift and/or move up to 40-50 pounds