



Job Posting Water & Wastewater Division

Position Title: Regional Manager
Reports To: VP of Water & Wastewater Division

We have an immediate opening for a West Coast Regional Manager to directly manage and develop a distributor based sales organization for the assigned region. The regional manager is required to set goals and review each distributor's performance on a quarterly and yearly basis to meet the goals and objectives of KSB, Inc. and the Water and Wastewater Division.

DUTIES AND RESPONSIBILITIES:

- Order input and net margin for order input
- Information from the market and communication between the office, representative, contractor, engineer and end user (in all directions).
- Maximizing results for customer order input and margin for the daily business.
- Business plan for the region for the current year and a draft for two years into the future.
- Sales concessions as they relate to warranty and after sales.
- Responsible for negotiating the terms and conditions within KSB guidelines.
- Shared responsibility for checking proper credit and/or securing credit for orders before order entry according to KSB's Credit Policy.
- Field sales presentations to reps, distributors, engineers and end users where ever and when ever possible to promote brand awareness and to influence the market place in favor of KSB.
- Product training to reps and distributors to keep them fluent and up to date on KSB products.
- Territory and account management for the assigned region and holding channels accountable.
- Writing specifications on KSB products to give KSB an advantage over our competition.
- Project proposals and updating the proposal log / target project list at least once a month.
- Shared responsibility for applications and pricing support for the reps and distributors.
- Development of "A" level distributors, clients, engineers, end users and contractors.
- Other assignments that may be necessary to support the business.

KNOWLEDGE, SKILLS AND ABILITIES:

- Time management – Managing one's own time and the time required for project work and the daily business while achieving strategic objectives.
- Communication skills – talking to others to convey information effectively one on one and in group presentations.
- Comprehension – understanding written sentences and paragraphs in work related documents.
- Computer skills – Outlook, Excel, Word, Power Point, Adobe Acrobat, and HELPS as a minimum.
- Collaboration – team oriented approach to knowledge sharing
- Active Learning – Understanding the implications of new information for both current and future problem-solving and decision making.
- Social Perceptiveness – Being aware of others' reactions and interpretation of an appropriate response.
- Deductive Reasoning – The ability to apply general rules to specific problems to produce sensible answers.
- Travel – at least 40% of the time.
- Pumps – Prior submersible pump experience. Ability to read pump curves, pumps in series and parallel operation as well as system head curve analysis.

EDUCATION/EXPERIENCE:

Candidate should have 3-5 years of field sales experience with rotating equipment or municipal water treatment equipment. Experience with bid and specification work and Microsoft Office is required. B.S. degree in Engineering or equivalent preferred. Experience with AutoCAD desired.

Interested Employees should contact: Robin Jones @ ext. 8334

INTERNAL POSTING DATE: January 30, 2012

INTERNAL POSTING EXPIRES: When position is filled

EOE/M/F/D/V

Drug Free Environment