



Sales Manager / Ohio Valley Region

Ceilcote APC, the market share leader in our air pollution control niche, is seeking an experienced Sales Manager to manage our growth in the Ohio Valley Region. This role will be based in Southwest, OH.

The qualified candidate, under the direction of the North American Sales Manager, will be responsible for coordinating and managing our sales efforts in the region. The successful candidate will be responsible for supporting current customer accounts and developing new accounts, as well as helping to develop strategy and fine tuning our paths to market. Responsibilities include the establishment of objectives and the plans to achieve same. The successful candidate will work as part of our entire sales team, and will be responsible for growing our business, maintaining important relationships with channel partners and customers, and for providing critical feedback to sales and product management on all issues that affect the ability to grow market share. Using solid application and product knowledge, candidate will influence customers and educate specifying engineers regarding our products and services and will submit sales plans and reports as required.

A B.S. Degree in Engineering is required, Chemical or Mechanical Engineering preferred. A minimum of 2 to 4 years of experience in professional industrial sales is a plus. Candidate must be able to successfully interact with varying levels of management within the organization, operate effectively with our sales channel partners, and with existing and potential customers. Candidate must be able to function as team member and an independent contributor. The ability to travel 30-50% is required.

REQUIRED CRITERIA FOR CONSIDERATION:

- * B.S. Degree in Engineering (Chemical or Mechanical Preferred).
- * 2+ years field sales and/or sales management experience.
- * Product knowledge/application experience in air handling or air pollution control preferred.
- * Solid written and verbal communication skills, including presentation skills.
- * Organization skills to manage schedule and travel. Travel requirement 30%-50%.
- * Computer proficiency – knowledge of MS Office (Outlook, Word, Excel, PowerPoint).

We offer competitive income and benefits and the opportunity to become a part of the best-known and largest provider in the industry. No phone calls or recruiters, please. Please e-mail your qualifications to jsimmons@ceilcoteapc.com