



energizing the future through reliable power solutions

Job Description Title:

Regional Sales Representative

Date Issued:

2021

Position Summary:

RMS Energy Co., LLC is a nationwide provider of turn-key services to the power industry. From routine maintenance, inspection, and repairs to equipment design, engineering, and installation, RMS Energy offers a variety of solutions to fit the power related needs of our customers. To help facilitate our expanding business, RMS Energy is currently seeking a **Regional Sales Representative** to join our dynamic and fast-growing team. The Regional Sales Representative will develop key accounts and contacts, identify customer needs and create valuable solutions to ensure long-term relationships are cultivated and new business is identified. For more information about RMS Energy, please visit www.rmsenergy.com.

Responsibilities:

- This position reports to the Vice President of Sales, and is responsible for sales performance of an assigned region in the U.S.
- Create and cultivate an annual sales plan pertaining to the region, with changes on a quarterly basis to reflect revised objectives
- Generate designed number of qualified quotes on a regular basis
- Complete regular outbound sales calls to new business prospects and existing customers to establish long-term trust and relationships, and to identify future business opportunities
- Maintain rapport with customers and prospects and establish strong communication lines to ensure confidence is built and maintained
- Follow up with customers following job completions to gauge satisfaction and determine any necessary next steps
- Support the RMS Energy brand by promoting the services and capability of the company throughout the industry
- Participate actively in assigned trade shows and approved professional societies
- Develop proposals and quotations for on-site projects based on RFPs or RFIs, or direct customer requests, including cost and time estimates, scopes of work, and other essential information
- Create regular sales reports to highlight sales activities, future efforts, revenue forecasts and revised sales plans
- Utilize CRM (Zoho) as the official internal customer record
- Protect RMS Energy through adherence to company confidentiality requirements

Qualifications:

- Bachelor's degree from an accredited institution in engineering or technical field
- 5+ years business-to-business successful sales experience
- 3+ years of sales experience in energy industry or related construction field
- Understanding of project management best practices, CAPM or PMP encouraged
- Experience in collaboration with project teams as necessary
- Able to negotiate vendor and customer contracts independently and develop project documents

Skills:

- Demonstrates excellent verbal and written communication skills
- Employs professional and effective communication in dealing with internal and external stakeholders
- Manages time efficiently with the ability to work and prioritize multiple projects with competing deadlines
- Self-driven and exhibits the ability to work with minimal supervision
- Proficient in Microsoft Word, Excel, and other basic computer skills

Other Requirements:

- Primary office location is remote with target areas; Indianapolis, IN / Columbus, Ohio / Cincinnati, Ohio
- Up to 50% travel required
- Valid driver's license

Benefits:

- Flexible work environment
- Paid vacation/holidays
- Group medical/dental benefits
- 401(k) Plan with Company contribution and Profit-Sharing options
- Fast growing company with great potential for career growth
- Support of professional development