

Job Description: Regional Salesperson – Water Well Supply Industry

Position Title: Regional Salesperson

Industry: Water Well Supply Business

Experience Required: Minimum 10 years in the water well business, pump business or water well supply business.

Education Required: Bachelor's Degree or higher preferred, but not required.

Job Summary:

We are seeking a highly motivated and experienced Regional Salesperson to join our team in the water well supply industry. The ideal candidate will have a proven track record of sales success, in-depth industry knowledge, and a strong network within the water well sector. This role requires a strategic thinker with excellent communication and negotiation skills to drive sales growth and expand our market presence.

Key Responsibilities:

1. Sales Strategy and Execution:

- Develop and implement effective sales strategies to achieve regional sales targets and objectives.
- Identify new business opportunities and cultivate relationships with key industry stakeholders, including contractors, distributors, and consultants.

2. Client Relationship Management:

- Build and maintain strong, long-lasting relationships with clients and customers.
- Serve as the primary point of contact for clients, addressing their needs and providing exceptional customer service.

3. Market Analysis and Reporting:

- Conduct market research to identify trends, competitor activities, and potential areas for growth.
- Prepare and present detailed sales reports, forecasts, and market analysis to senior management.

4. Product Knowledge and Promotion:

- Maintain comprehensive knowledge of our products and services, including new technologies and industry advancements.
- Conduct product presentations, demonstrations, and training sessions for clients and customers.

5. Sales Support and Collaboration:

- Collaborate with internal teams, including marketing, product development, and customer service, to ensure seamless sales operations and customer satisfaction.
- Provide feedback and insights from the field to help improve product offerings and marketing strategies.

6. Travel:

- Travel within the assigned region to meet with clients, attend industry events, and represent the company at trade shows and conferences.

Qualifications:

- **Experience:**
 - Minimum of 10 years of sales experience in the water well supply industry or a related field.
 - Proven track record of achieving and exceeding sales targets.
- **Education:**
 - Bachelor's degree in Business Administration, Marketing, Engineering, or a related field is preferred, ***but we also value life experience.***
- **Skills:**
 - Strong understanding of the water well supply industry, including products, services, and market dynamics.
 - Excellent communication, negotiation, and interpersonal skills.
 - Ability to analyze market trends and data to develop strategic sales plans.
 - Proficiency in CRM software and Microsoft Office Suite.
 - Self-motivated with a strong work ethic and the ability to work independently.

Benefits:

- Competitive salary and commission structure
- Paid time off and holidays
- Professional development opportunities

Application Process:

Interested candidates are invited to submit their resume and cover letter outlining their relevant experience and qualifications to careers@sterlinghose.com Please include “Regional Salesperson – Water Well Supply Industry” in the subject line of your email.

Company Overview:

Sterling Hose, Reel & Supply, LLC. is a leading provider of water well supplies and hose solutions, committed to delivering high-quality products and exceptional service to our customers. With extensive experience in the industry, we are dedicated to innovation, sustainability, and supporting the success of our clients.
