

Company Overview

Norican is home to five leading, globally operating brands: DISA, Italpresse Gauss, StrikoWestofen, Wheelabrator and Simpson Technologies supported by Norican digital data engineers. As one strong global partner, we are able to serve you better, faster and more efficiently, giving you access to all we have to offer and working in partnership to keep you performing with the latest knowledge and knowhow. From melting, dosing and molding through to surface preparation, we provide the solutions to solve your challenges. In addition to equipment, the digital solutions we have unlock the data in your foundry, to enable you to perform to the best of your ability. A global network of engineering expertise, manufacturing capacity and service support ensures we are where our customers need us to be, at every stage of their process and for every challenge they may face.

Norican Group North America operation is headquartered in La Grange (USA), GA. The Norican Group employs over 2,000 people on 4 continents.

Job Title: **Regional Sales Manager – Aftermarket Sales - Wheelabrator**

Location: Remote

Reports To: VP of Sales

Travel: 70-80%

Part I – Position Purpose

This position is responsible for planning, developing, and implementing strategy for Wheelabrator Aftermarket revenue growth. The focus will be EMPs and Parts Sales for specified Key and Growth Accounts, ensuring continuous increase of SOW (Share of Wallet) for Wheelabrator Key and Growth Accounts with continued focus on profitability. Building and maintaining relationships with Key Accounts and Growth Accounts through frequent sales calls utilizing inside sales, service and OEM sales team to ensure constant communication with target customers is of utmost importance.

Part II – Job Functions

- Develop Annual EMP and Parts Strategy for assigned accounts
- Develop and expand relationships with key decision makers in assigned accounts
- Gather and maintain information about the customers, prospects and equipment within the territory in the company CRM system including any required tasks as assigned.
- Gather and maintain competitive and market information, including pricing
- Effectively communicate with your assigned inside sales representative, engineering, applications, service technicians, other Norican brand representatives and other Wheelabrator personnel in your daily and long-term strategic plan to grow the aftermarket business.
- Provide weekly activity reports, weekly itineraries, on-time submittal of expense reports, prepare and achieve regular territory forecasts.
- Complete all documentation legibly and in a timely manner as required.
- Ability to travel 70-80% of the week (away from home office).
- Ability to manage own schedule efficiently and effectively.

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this job. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required for this job.

- Ability to comply with all Wheelabrator Environmental, Health and Safety (EHS) requirements and other applicable federal, state, and local EHS requirements.

Part III – Qualifications & Experience

- Bachelor's Degree (four year college or university) is preferred or comparable work experience in related field.
- 3 Year Experiences in Shot Blast Aftermarket Sales or Service Strongly Preferred
- Proficient computer skills including Microsoft Office and CRM Preferred
- This position has access to very sensitive business information and is subject to a signed Confidentiality, Non-competition and Invention Assignment Agreement.
- Valid Driver's License Required.

Part IV – Personal Characteristics

- Extrovert with strong communication skills
- Strong influencing and negotiating skills
- Self-motivated with the ability to work independently and in a team environment, and have the ability to follow through on assignments
- Creativity and ability to challenge and effectively change current practices and ways of operational thinking
- Customer Focused - Serves both external and internal clients by focusing effort on meeting the client's needs, understanding their concerns, and seeking to build trust.
- Accountability - Ability to accept responsibility and account for his/her actions.
- Autonomy - Ability to work independently with minimal supervision
- Self Motivated - Ability to be internally inspired to perform a task to the best of one's ability using his or her own drive or initiative.
- Detail Oriented - Ability to pay attention to the minute details of a project or task.
- Tactful - Ability to show consideration for and maintain good relations with others.
- Organized - Possessing the trait of being organized or following a systematic method of performing a task.
- Problem Solving - Ability to find a solution for or to deal proactively with work-related problems.
- Safety Awareness - Ability to identify and correct conditions that affect employee safety.
- Ethical - Ability to demonstrate conduct conforming to a set of values and accepted standards.

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- Work is generally sedentary in nature.
- Occasionally requires frequent standing, bending, carrying, stooping, and walking.
- Must be able to detect and comprehend small type and discern numbers.
- Must be able to communicate and exchange information verbally and in writing.
- Must be able to operate and use a computer and its office related applications and other office equipment.

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