



TITLE: Regional Sales Manager (RSM)

LOCATION: NE Region (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, New York, New Jersey, Eastern Pennsylvania, Maryland)

Magnum Systems, Inc. is seeking exceptional people who are **HARDWORKING, TRUSTWORTHY, AND RELIABLE** and can succeed in a fast-paced work environment.

Become part of our tradition! Magnum Systems' was built on a strong sense of community and an outstanding commitment to the personal growth of our people. If you enjoy being part of something special, then bring your energy and come grow with us!

SUMMARY/OBJECTIVE

The Regional Sales Manager (RSM) generates sales within a defined territory. This position provides guidance about products to distributors and equipment representatives. The RSM will work closely with the Projects Group Supervisor and Marketing and will interface regularly with Engineering, Customer Service, Manufacturing, Reps and Customers.

ESSENTIAL FUNCTIONS

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Demonstrate consistent sales abilities through meeting objectives set by the company
- Develop new business relationships and continue to strengthen relationships with existing customers
- Maintain current and accurate customer and prospect records/profiles that can be easily accessed to enhance our ability to create and maintain sales relationships for current or future transactions.
- Extensive telephone and in person contact with customers and prospective customers to meet and/or exceed their expectations before, during and after a sale.
- Monitor, document and report on any situations (either positive or negative) as they can be addressed to improve the sales, installation or after the sales processes.
- Be fully available to customers for their questions and concerns by being viewed as the expert and an individual with exceptional product and service knowledge.
- Create and conduct sales and general information presentations.
- Other duties and responsibilities as assigned, including special projects.

COMPETENCIES

- Ability to work with minimum direction
- Adaptability to changing priorities
- Good communication skills, both oral and written
- Self-starter, self-reliant
- Excellent problem-solving skills
- Must be driven and have a strong customer focus
- Must be able to set and achieve sales goals as set by the company
- Ability to work, train, and follow up with existing company representatives. Establish timely visits and monitor goals throughout the year.

EDUCATION AND EXPERIENCE

Minimum Requirements:

- Associate Degree
- Two-years Salesforce experience
- Five-years Business Development experience
- Five-years Working with Distributors or Equipment Representatives
- Five-years Technical Sales experience
- Five-years Industrial Equipment Sales

THE PEOPLE, PARTS, AND SYSTEMS THAT KEEP THE LINE MOVING.

Preferred:

- Bachelor's Degree in Business
- Five-years Salesforce experience
- Five-years sales experience with Pneumatic Conveying and/or Packaging Equipment Systems

SUPERVISORY RESPONSIBILITY

This position has no supervisory responsibilities.

POSITION TYPE/EXPECTED WORK HOURS

This is a full-time position.

TRAVEL

Extensive travel (50%-75%) will be expected.

OTHER DUTIES

This job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this position. Duties, responsibilities, and activities may change at any time with or without notice.

ABOUT US

Magnum Systems was formed in 2001, but is built on two quality brands Smoot and Taylor Products, both dating back to the 60s. Smoot was founded in 1960 in Kansas City, KS with a focus on manufacturing pneumatic conveying systems, components, and our prized rotary airlock valves to serve all industries handling dry bulk solids. Taylor Products was founded in 1969 in Parsons, KS initially providing bagging and packaging equipment to the seed industry, and our offerings have expanded in bagging, packaging, and container handling through integrated technology like robotic automation.

Our wide range of systems and customers offer plenty of opportunities to put your skills to the test and learn a few new ones. Our managers know great talent when they see it, and we invest in what makes Magnum Systems a leader in our field – people like you.

JOIN OUR TEAM

If you're looking to find a place where the people are passionate about what they do and work on a team that is looking toward the future, Magnum Systems is the place for you. Roll up your sleeves and work alongside the best in our industry. We offer quality benefits:

- Health, Dental, Disability, and Life Insurance
- Pre-Tax Savings Program
- Paid Time Off
- 401K
- Profit Sharing Program

WORK AUTHORIZATION

Applicants must be legally authorized to work in the United States. Verification of employment eligibility will be required at the time of hire. Visa sponsorship is not available for this position.

Magnum Systems' policy is to provide equal opportunity to all people without regard to race, color, religion, national origin, ancestry, marital status, veteran status, age, disability, pregnancy, genetic information, citizenship status, sex, sexual orientation, gender identity or any other legally protected category.

Magnum Systems is proud to be a drug-free workplace.