

**Company:** Durham Geo Enterprises, Inc. (“DGSI” or “Company”)  
**Job Title:** Regional Sales Manager – Northeast Territory  
**Reports to:** U.S. Sales & Marketing Manager

### Position Summary

The Northeast Regional Sales Manager’s (RSM) primary responsibility is to maximize the region’s sales revenue through direct sales and achieve annual revenue targets for the assigned territory. Managing, maintaining, and building relationships with existing customers as well as developing partnerships with new customers and accounts are critical for the the position. The position will report to the U.S. Sales and marketing Manager and will be home-based within the territory.

### Key Responsibilities

- Develop strong relationships with regional key customers and specifiers in the territory;
- Maintain regular contact with key customers, advisors, decision-makers, contractors, universities, and government agencies;
- Track relevant projects within the territory and maintain contact with project decision-makers at each phase of its sales cycle;
- Prompt follow-up of sales leads, quotes, and orders within territory;
- Prospecting and generating new leads through cold-calling, networking, referrals, etc.;
- Generate sales reports and forecasts as requested by leadership;
- Meet or exceed annual sales targets for the assigned territory;
- Create, deliver presentations, and demonstrate products relative to customer needs;
- Control expenses pursuant to budget guidelines developed by the Company;
- Respond promptly to customer inquiries;
- Maintain all sales application software packages such as CRM and QuoteWerks as directed by the Company;
- Stay current on product and applications knowledge;
- Attend industry trade shows and exhibits as required;
- Assist with accounts receivable as requested by the Company;
- Provide market feedback and competitive intelligence to the marketing department;
- Maintain a professional appearance during sales calls, trade shows and company events;
- Such other duties as may be assigned by the Company from time to time;

### Experience and Skills

- Sales professional with at least 3-5 years of experience in technical sales, geotechnical industry preferred;
- BS in Civil Engineering, Geology or related field, professional Engineer or Geologist preferred;
- Practical understanding of geotechnical / structural instrumentation and data acquisition technology is essential;
- Candidate must be a self-motivator, results-driven professional who is comfortable operating autonomously, yet within Company guidelines;
- Ability to relate well to people, especially other engineers, and customers of various nationalities;
- Exceptional verbal and written communication skills. Must be able to work and communicate with both technical and non-technical personnel;
- Strong interpersonal and presentation skills with the ability to understand client’s needs and present solutions;
- Ability to travel up to 50% of time;
- Strong computer skills with modern business software tools (CRM, MRP, Office);
- High degree of independent judgment and integrity;

### Compensation

- Base salary, depending on candidate’s experience, \$85,000 to \$95,000 annually plus Company’s standard commission plan;
- Company vehicle;
- Medical, Dental, Life, Disability, and 401k benefits

### Company Background

Founded in 1994, Durham Geo Enterprises, Inc. designs and manufactures Geotechnical, Environmental, and Materials Testing products serving the Structural Health, Construction, and Civil Engineering markets and is a dominant brand in North America. With a global reach into over 50 countries and thousands of proven applications, the Company is a recognized leader in geotechnical instrumentation. *For more information* on the portfolio businesses, please visit [www.durhamgeo.com](http://www.durhamgeo.com)