

Please help the reader (s) of your résumé by telling us what your employers do / did to make money. Do not assume that the reader knows what your employers do / did.

One or Two sentences will suffice.

Job ID:	333RK
Job Title:	Area Sales Manager
Degree Requirements:	4 Year Degree
Years of Experience:	3 Years of Rotating Equipment Sales
Type of Position:	Direct Hire
Location:	New Orleans, LA or Houston, TX
Salary Range:	Depends on Experience and Expertise
Travel Required:	Heavy Travel Schedule

Our client has engaged us to find an Area Sales Manager to be located in either their New Orleans, LA or Houston, TX office. The Area Sales Manager for the US Gulf Coast will grow present business and secure new customers. Some relocation assistance is budgeted for the right candidate.

MUST HAVE REQUIREMENTS for this position are:

- * A 4 year degree in a technical field
- * Ability to maintain a heavy travel schedule (50% - 75)
- * 3 years sales experience and expertise with rotating machinery sales within the oil & gas, power generation & process industries
- * Proven and identifiable sales record & achievements
- * Strong communication skills
- * Exceptional presentation / client facing skills
- * Ability to work effectively in a fast paced team environment
- * Strong, effective negotiation, & closing skills across all organizational levels

PLUSSES in this position are:

- * Sales expertise using a consultative approach (focused on gas turbines, generators, compressors, reciprocating engines, & industrial automation)

RESPONSIBILITIES of this position include but are not limited to:

- * Expand business with present clients
- * Prospect & Sell new clients
- * Achieve assigned sales targets, increasing revenue & profitability
- * Identify, pursue, & establishing new business opportunities
- * Leveraging of existing customer contacts expanding business opportunities
- * Develop alliances & partnerships within the industry to create additional market opportunities
- * Market company's products and services at tradeshow & conferences

* Timely maintenance of Accounts, Opportunities, & Activities in CRM system

If you meet these requirements and wish to be considered for this position, send your résumé that **includes what your employers do to make their money** to us in a Word document at [Resumes AT PinnaclePlacementGroup.com](https://www.resumesatpinnacleplacementgroup.com) mentioning the **Job ID** and the **Job Title** in the subject line of your email.

In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your *MINIMUM salary requirements*.

KEY WORDS: Bachelor's Degree, Sales, Rotating Machinery, Gas Turbines, Generators, Compressors, Reciprocating Engines, Industrial Automation, Oil, Gas, Power Generation, Process Industries