



JOB DESCRIPTION

Title: Regional Sales Manager

Date: June 18, 2025

Classification: Salary (Exempt)

Reports to: VP of Sales & Marketing

Job Summary:

Manages business development, order generation, and marketing activities of Superior Boiler's product lines in an assigned territory. This involves relationship development with engineering firms, mechanical contractors, and other end users of boilers and boiler room equipment. Individual is accountable for realizing sales of Superior products and ensuring profitability is consistent with overall corporate objectives. This management-level position is remote with regional travel and several visits to the home office in Hutchinson, KS annually.

Responsibilities:

- Acts as a professional role model within and outside of the company
- Conducts technical sales activities within the target territory
- Communicates regularly with the President/CEO, VP of Sales & Marketing, and other Sales and Account Managers about key projects, opportunities, or issues that may arise
- Build and develop strategic plans for sales penetration and business development
- Directs the implementation of business plans via well-defined procedures, deadlines, and accountability
- Travels extensively within the target territory to develop relationships with end customers and create brand recognition
- Provides regular reports regarding sales development activities
- Creates proposals and quotes in a timely manner per customer requests
- Perform other related duties as required

Knowledge, Skills and Abilities Required:

- Must possess excellent verbal and written communication skills
- Technical sales experience preferred
- P&L experience or general business management experience
- Strong computer skills in MS software, spreadsheets, and proposal preparation
- Working knowledge of applicable ASME code
- Knowledgeable in combustion technologies and burner offerings
- Ability to handle multiple projects in a fast-paced environment
- Ability to troubleshoot at unexpected or inopportune times, exercising judgement in analyzing, appraising, and solving complex technical problems
- Trustworthy with highly confidential information
- Bachelor's degree or 5 years of related work experience
- Able to travel by air and automobile, sometimes for extended periods
- Physically able (or with reasonable accommodation) to stand; walk; sit; use hands to manipulate objects, tools, or controls; climb stairs or ladders; balance, stoop, kneel, crouch or crawl; occasionally lift and/or carry up to 25 pounds; see colors, peripheries, judge depths, and refocus as needed.