



**Job Title:** Area Sales Manager **Date:** January 7, 2010  
**Reports To:** Director of Business Dev. & Mrktg. **Status:** Full Time  
Or Reg'l General Manager

The Area Sales Manager is responsible for developing profitable growth through the sale and lease of modular structures, both new and used, in order to attain certain established goals for growth, productivity, production, utilization and compliance, within a designated geographical territory.

**Qualifications:**

- College degree or equivalent experience required.
- Documented successful Business-to-Business sales experience in modular or associated construction industry.
- Demonstrated basic sales skills including qualification, consultative selling, negotiating, relationship building and account management.
- Strong technical and mechanical and estimating aptitude, with experience in obtaining building permits and understanding of the local zoning process.
- Working knowledge of blueprints, building codes, AIA/Construction terminology a plus
- Self-starter with strong work ethic and integrity, with the ability to work within company guidelines without daily supervision.
- Ability to represent the company professionally and positively with internal and external customers.
- Disciplined individual with strong time management, organizational and problem solving skills required, strong ability to express views clearly and concisely verbally or in writing.
- Solid working knowledge of MS Office Professional and related office equipment with the ability to master navigation and use of the company's database program.
- Own a vehicle and possess a valid driver's license with not more than three moving violations in the past three years.
- Accepts personal responsibility and accountability for business results, is strongly results oriented.
- Travel is required in the territory and may require air or ground travel to perform sales functions and attend occasional company meetings.
- Must be able to lift 50 lbs. for future branch relocation.
- Must comply with all company employment policies.
- Ability to climb a ladder to gain access to interior of buildings and to view roof, and ability to exit building via ladder.
- Must be able to stand for intervals of up to 4 hours or longer.
- Duties may be changed or amended from time to time by the company, as the company deems appropriate in its sole discretion.

**Job Responsibilities:**

- Attainment of all goals as set forth in the annual business plan or as communicated by supervisor.
- Prospecting and lead development of new customers.
- Account management to maintain existing customers and obtain renewals or repeat business, including routinely visiting on-lease buildings with a customer.
- Clearly defining the project scope with the customer and relaying that effectively to Operations Manager for pricing. Perform preliminary site inspections to define scope.
- Creation of the DWS in conjunction with the Operations Manager.
- Creation of pricing strategy with the approval of the Regional Manager or the Director of Sales.
- Creation of sales proposals and negotiating with customers to close the deal.
- Support day-to-day operational issues in branch to provide exceptional customer service
- Assist Operations Manager with collection on accounts as needed
- Completion of Customer Needs Analysis and reporting.



- Reporting as outlined per company policy or supervisor request.

**Primary Area of Operations:** Corporate Office, Malvern, PA

**Compensation:** Salaried position (40 Hrs/Week), commensurate with experience and industry standards. Eligible for all employee benefits and participation in a VMBS Commission Plan.