



M-B Companies, Inc.
Human Resources Dept.
1615 Wisconsin Ave – Box 200
New Holstein, WI 53061
800 558-5800

EMPLOYMENT

Regional Sales Manager

We are currently searching for the right candidate to join our team as a Regional Sales Manager. This challenging full-time position for our Airport Maintenance Division located in Chilton, Wisconsin, will be responsible for representing our snow removal vehicles, pavement maintenance vehicles and related equipment in a designated territory.

Key duties include:

- Developing and implementing sales and marketing strategies to effectively promote, present and sell our products and services
- Visiting customers to present and demonstrate products and to develop long term relationships
- Resolving customer complaints regarding sales and service
- Participating in the installation process of new or modified equipment at the customer's facility, including the training of new operators
- Providing technical training and troubleshooting expertise for our customers
- Representing the company at trade shows and conferences

The ideal candidate will have:

- A Bachelor's Degree in Marketing, Mechanical Engineering or a related field of study
- Five or more years of previous sales experience focusing on long-term relationships
- Strong mechanical aptitude, with a thorough understanding of hydraulic and mechanical systems
- Previous experience working with or the sales of large vehicles preferred
- Ability to communicate effectively and professionally with a variety of people, both written and verbal.
- Ability to plan, prioritize and organize work effectively.
- Ability to work effectively under pressure and meet time deadlines.