

**POSITION:** District Sales Manager

**COMPENSATION:** Base Salary + Sales Commission

**LOCATION:** China

**REPORTS TO:** Vice President Sales - Asia

#### Position Description

The China District Sales Manager's objective is to successfully promote, present, demonstrate and sell Somero's products within China. These objectives are accomplished by making the most out of established Somero training, business and sales practices and methodology. The position promotes Somero's products by maintaining and developing business relationships with established and new customers. Effectively presenting and selling Somero products is accomplished by following an established Direct Sales Process. The District Sales Manager – China will effectively work with other departments within Somero to maintain a satisfied customer.

#### Principal Accountabilities

- Establish Territory and Time Management methods to successfully accomplish territory objectives.
- Submit accurate weekly updates to the monthly sales forecasts using reports as requested by Senior Management
- Maintain and turn in timely, accurate, and reasonable expense reports.
- Effectively use available Somero technology to establish administrative and contact objectives.
- Maintain current customer relationships by following the customer contact process.
- Utilize the Somero 12 step selling approach when presenting Somero products.
- Orchestrate successful Large Screed demonstrations using the Somero Demo Process.
- Orchestrate and/or execute all small line demonstrations within China.
- Submit to the Sales Administrative Department accurate and timely sales orders.
- Communicate any needed information to affected departmental manager.
- Actively participate in and attend local and regional construction trade Chapters.
- Actively participate in and attend trade shows and company sales meetings.
- Responsible for following Somero's employment and departmental policies.
- Responsible for following all construction site safety policies and practices.
- Knowledge of and adherence to the Somero Code of Business Conduct and Self-Governance
- Have the ability to identify, and resolve problems, and handle multiple assignments

#### Attributes

**The attributes of a successful China District Sales Manager include but are not limited to:**

- Excellent verbal, written and presentation skills
- Self-motivated individual who can work with or without direct supervision
- Outwardly straight forward individual
- Highly organized with strong administrative skills
- Be able to take direction and learn from mentoring/coaching opportunities
- Work as a Team Player by presenting and communicating benchmark methods
- Creative (problem solving)
- Proactive honest communication
- Ability to solve problems using existing systems and processes with effective analytical skills
- Professional with ability to be a strong leader
- Capable of identifying and developing processes and process improvements
- Maintain a positive attitude in high-pressure situations
- Data analysis and data management
- Ability to effectively deal with people at different organizational levels both inside and outside the company

#### Education/Experience

- 2-4 Year Mechanical Degree Preferred
- 3-5 Years Direct Sales Experience (Concrete Industry Preferred)
- Participation in 2 established sales seminars and or training opportunities
- Conversational English Capable

#### Working Conditions

- Periodic overnight travel required /3 to 4 nights of overnight travel per week.
- Must have a valid driver's license and acceptable driving record.
- Must be able to work safely on a construction site.
- Ability to work extended hours as business needs dictate
- Ability to work safely in a manufacturing environment and follow all company safety policies and procedures

District Sales Manager - China

Vice President Sales - Asia