



Control Southern, Inc.
www.controlsouthern.com

JOB DESCRIPTION

POSITION TITLE: Account Manager / Outside Sales
REPORTS TO: V.P./Sales Manager

Team: Outside Sales
**Location: Chattanooga, TN w/
accts in the Tennessee Valley
and N. Ga Area**

JOB SUMMARY:

Apply the full breadth of control products and services Represented by Control Southern Inc. to help customers manage their processes better. Develop assigned territory marketing and sales plan for profitable growth. Create and execute evergreen account plans for all high potential customers.

PRINCIPAL DUTIES & RESPONSIBILITIES:

Product and Services Application Responsibilities

- Primary sales responsibility for Process Automation Solutions (Fisher: control valves, instruments, regulators, services; and CSS Products: automated on/off valves, field instrumentation, actuators, accessories, etc)
- Initial project identification, qualification and serve as project pursuit team member for control system opportunities.
- Develop applications knowledge for all primary products and service responsibilities for the industry mix located in assigned territory.

Territory Marketing and Sales Plan

- Conduct market research and competitor analysis for assigned territory as required.
- Maintain evergreen customer database with key contact names, positions, phone numbers, addresses and activity history.
- Develop and implement adequate sales coverage plan for all process plants and gas utilities based on sales potential.
- Conduct local and on-site “prospecting” seminars to introduce new products and services and/or reinforce existing capabilities.

Key Account Management

- Industry segment focus will be small to medium process industrial sites and some “heavy” commercial.
- Develop an evergreen strategic account and territory plan that transitions the customer from a price and/or relationship based buyer to a solution/value based buyer.
- Conduct maintenance and engineering “prospecting” seminars and provide industry specific applications assistance to sell our products and services.
- Work with CSS Business Development Manager to grow sales of the specific CSS products under his responsibility. Be knowledgeable of all CSS products and respective applications for these products.
- Verify and track the economic impact of our solutions to improve the customer’s key performance indicators. Use this data to build our superior industry/application proofs database that can be leveraged into new product, services and/or contract applications.

SUPERVISION:

Leadership as appropriate with all members of our sales force at key accounts. Serve as cross-functional team member with not only CSI team members, other Emerson Direct Sales force entities such as those for Rosemount instruments, MicroMotion mass flowmeters, Rosemount Analytical, and Emerson systems sales force to provide a unified front to the market place. Serve as account/territory team member with an assigned inside Applications Engineer

TRAVEL:

Approximately three to four nights per month. Logistically, the ideal location for the potential candidate would be the Chattanooga, TN area.

TRAINING:

Depending on experience, customize training in Atlanta for up to four months may be required.

KNOWLEDGE & EXPERIENCE:

Bachelors Degree in Management, Engineering, or Engineering Technology. 2-5 years total experience in engineering and/or process control functions also desired, but will consider a strong candidate just finishing college that has a sense of urgency and strong will to win and succeed. Must have a strong desire to move into Industrial Sales, selling engineered products (not commodities) and solutions to our customers. The right person who has had a successful history selling technical products such as automated on/off valves (ball valves), knife-gate valves, control valves, etc into the process industries and heavy commercial industry will also be considered.

ESSENTIAL PERFORMANCE SKILLS:

Interaction and Versatility: Able to modify one's own behavioral style to respond to the needs of others; exhibit empathy for others; communicate with others in a warm and helpful manner while building credibility and rapport; open-minded. Unquestionable integrity and ethics a must.

Communications: Able to clearly present information through the spoken and written word; influence or persuade others through oral presentation in positive or negative circumstances; listen well; effectively present ideas and document activities.

Goal Setting and Commitment to Task: Able to define realistic, specific goals and objectives for self-development and sales territory growth; to prioritize objectives; exhibit high sense of motivation and sense of urgency to reach goals; willing to do "whatever it takes" to succeed.

Confidence and Resilience: Maturely express feelings and opinions; High self-esteem; Manage disagreements constructively; Need to do business is greater than need to be liked; Able to overcome setbacks and personal rejection; Doesn't get emotionally involved in the selling process.

Sandler Selling System: Able to negotiate "Up-front Contracts", Able to uncover, financially quantify and get prospects to "feel" their Pain, Able to uncover how much money the prospect has and is willing to spend; Able to uncover the prospect's decision making process; Never moves to the Present step until the Pain, Money and Decision steps have been completely qualified..