



## REGIONAL SALES MANAGER

INNOTEX CORP. is a leading designer, manufacturer and distributor of personal protective equipment and turnout gear for firefighters and first responders. Our commitment to innovation and teamwork has made us the trusted partner of thousands of fire departments across the globe. We have 3 factories in Quebec, Canada, and 1 in Ohatchee, Alabama.

If you enjoy working in an industry that makes a difference in the field of community protection and security, then we have the perfect role for you. Our rapidly growing team is currently looking for a dynamic person to fill the role of **Regional Sales Manager – Western states**. This position is remote. The person who will fill this role will preferably reside in California or Oregon.

This territory will include the following:

U.S. states: California, Oregon, Washington, Nevada, Arizona, Utah, Colorado, Wyoming, Montana, Idaho, Hawaii and Alaska

This position reports to the VP of Sales and is responsible for all sales activities of the company's fire service-related products in the Western U.S. market. This is a team-selling position with our Dealer Sales Reps and internal Sales Staff, which operate within a solid team environment and a well-established region.

### MAIN RESPONSIBILITIES

The main focus of this position and the key success is through the development of our Dealer partners and their team of Sales Reps. This will be accomplished by working in the field, training them, and increasing their knowledge of our products and supporting them in their presentations to potential Fire Departments. These efforts are primarily focused on the Fire Service industry with local Fire Departments in the Region.

This position needs also to secure new business while growing the relationship with the larger Fire Departments throughout the Region.

### QUALIFICATIONS

- Bachelor's degree (preferred)
- Minimum of five to seven years of proven sales experience with personal protective equipment
- Experience in managing and selling through Dealers (preferred)
- Strong selling skills with customer account management experience



- Consistent ability to exceed sales goals
- Mastery of the Microsoft Office suite and experience with CRM systems
- Ability and willingness to travel extensively (valid passport required)

## KEY COMPETENCIES

- Strong planning and organizational skills to deliver an excellent customer service experience.
- Proven ability to guide, mentor and motivate through strong communication, interpersonal and leadership skills.
- Exceptional presentation skills with the ability to develop excellent business relationships and grow those relationships by being present with them throughout the year.
- Can manage priorities, respect calendars and tight deadlines.
- Is dependable, self-sufficient and demonstrates initiative.

## WHAT WE OFFER

- Dedicated and passionate team
- Flexibility to balance professional and personal life
- Remote position
- Competitive base salary
- Solid Bonus plan
- Health and welfare benefits for you and your family
- 401K
- Paid vacation
- Ongoing training
- Company head offices are located in Ohatchee, AL and Quebec, Canada

Up for the challenge? Send your application to the Human Resources department at [RH@innotexprotection.com](mailto:RH@innotexprotection.com).