



Regional Sales Representative – Gulf Coast Region

KAISER PREMIER is the North American entity of the KAISER Group and a premium manufacturer of vehicles for sewer cleaning, hydro-excavation and mobile walking excavators. KAISER PREMIER, based in Fort Morgan, Colorado employs over 80 people. The KAISER Group, based in Liechtenstein employs over 700 people in Europe, United States and Australia.

KAISER PREMIER is looking for a Regional Sales Representative for Gulf Coast Region.

YOUR RESPONSIBILITIES

- > Effective application-based sales approach through product expertise & promotion of value-added solutions
- > Develop key influencer relationships within the region such as planners, buyers, project managers, service managers, owners, etc.
- > Develop regional forecasts and budgets along with associated action plans
- > Proven ability to forecast customer's needs, dimension and map a customer's organization and understand and effectively influence purchasing processes.
- > Active involvement in regional networking within key industry segments
- > Ability to operate the equipment and conduct full demonstrations
- > Effectively interface with internal production, service, and administrative teams
- > Other duties as needed

Position salary \$60,000 to \$100,000 annually plus commission

KAISER PREMIER is a fast growing family-owned company, offering you an interesting and diversified opportunity with a dynamic national and international team. If you are motivated to make an important contribution to the success of the company, send your application to careers@kaiserpremier.com

YOUR PROFILE AND QUALIFICATIONS

- > Minimum 5-years capital equipment sales experience
- > Willing to travel up to 50% of time, as needed
- > Experience selling large capital goods and projects in the municipal market is a MUST
- > Excellent written, presentation and verbal communication skills
- > Discipline to self-manage for effective use of time/resources
- > Highly proficient computer skills – Power Point, MS Office, MS Excel, Familiarity and CRM management tools
- > CDL required

COMPETITIVE BENEFIT PACKAGE

- > Medical, dental, vision, life, and disability
- > Flex Spending and Health Savings accounts
- > Voluntary Critical Illness and Accident plans
- > Company matching 401k
- > Paid time off and sick time