

## **Manager of US Equipment Sales**

Collicutt Energy Services Inc is currently seeking a Manager of US Equipment Sales to join our team based in California. We are looking for someone who is ready for the opportunity to build customer relationships in the area and expand our equipment sales.

### **The successful candidate will be responsible for:**

#### Sales:

- Establish an annual sales budget that includes T&L and all customer and product line events, conferences and training
- Support diesel and natural gas sales within California
- Contract reviews
- Remove hurdles to enable sales
- Develop and grow sales with strategic customers like:
  - Data centers
  - Wastewater treatment facilities
  - Oil and gas and other industrial facilities
- Develop online training material focused on educating EPCs, ECs, GCs, & end users
- Support sales team with in person and virtual sales presentations
- Develop new gas sales in Washington, Oregon, Idaho, North Nevada, Hawaii
- Grow the Collicutt and product line brands in the marketplace
- Attend applicable trade shows and conferences
- Conduct lunch and learns with engineers, electrical contractors, etc.
- Create white papers and case studies

#### Leadership:

- Build an annual strategic equipment sales plan to grow and expand our equipment sales business
- Build an annual sales strategy for each of the sales people that defines targets in alignment with the overall sales plan
- Conduct monthly review meetings with the sales people
- Lead monthly operational focused sales meetings to discuss pursuit status
- Lead quarterly face to face sales meetings to discuss sales strategy and progress
- Recruit and hire equipment sales staff
- Interfacing with product line representatives as required to create, maintain and improve relationships while gaining an understanding of product deliveries, changes, features, etc.
- Mentor and coach sales staff to hit their targets
- Lead, manage, and hire Complex Sales Engineers and Estimators

#### Client Relations:

- Quick response to, and resolution of, client needs and concerns, and timely feedback on technical proposals and job status
- Optimization of client satisfaction/loyalty through improved operations
- Make sales calls with the Sales reps to obtain potential clients, as well as visiting current clients to promote new business
- Maintain relationships with both internal and external customers
- Ensure that, as the company grows, parts & service capabilities meet or exceed all industry and customer requirements for cost, quality and responsiveness

#### Financial

- Monitor the Equipment Sales Department yearly and operating budgets, provide updated forecasts as required and develop sales strategies
- Develop, forecast and manage Equipment Sales Department budgeting and budget execution with a focus on

- product costs and margins
- As a member of the management team, review, interpret and provide financial and operations reporting for equipment sales

#### Health & Safety

- Maintain a safety-oriented disposition at all times
- Responsible for complying with all safety/cleanliness rules & practices in the company, as well as taking an active part in ensuring own & others' compliance to all safety rules

#### **The position requires:**

- 10+ years of progressive operational and people management experience
- Business related bachelor's degree or MBA, or equivalent experience
- Electrical/Mechanical background and aptitude are an asset
- Experience managing a business unit with a focus on operational activities and profitability
- Able to lead and mentor staff to achieve significant results
- Able to influence, negotiate and gain commitment at all organizational levels
- Possess high professional ethics, good judgment and ability to take decisive action
- Excellent interpersonal and communication skills, both oral and written
- High level of initiative, self-motivation, strong analytical and decision making skills
- Able to lead by example and motivate others, yet think independently and remain objective
- Strong understanding of industry regulations, standards, and recommended practices as they pertain to our business
- Effective time management, including the ability to anticipate and deal with the effects of change
- Above average organizational, technological and communication skills
- Demonstrated experience in leadership, creativity, strategic thinking, and fostering cooperation and teamwork
- Excellent problem solving skills to include root cause analysis, course of action development, recurrence prevention, and follow-up
- Proven track record in the management of company operations, with extensive experience in finance, safety, and quality assurance
- Available for, and legally able to, travel internationally
- Ability to work remotely within California

Commitment to Collicutt Core Purpose and Core Values This is an excellent opportunity to join a dynamic and growing organization. The potential for success with our expanding, progressive, privately owned business is unlimited. We recognize our team members as individuals, and consider mutual RESPECT to be the key to building a cohesive, productive Team.

If you are interested in this exciting opportunity that offers endless learning opportunities, a safety first philosophy, mutual commitment, fun, and community involvement, then don't wait any longer! Come be part of our FAMILY.

Please submit your resume, along with your salary expectation and availability date to [hr@collicutt.com](mailto:hr@collicutt.com).

*No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~  
~ It's Fun to Win ~ Finding a Better Way*

