

Director of Sales

Southern Environmental, Inc. is hiring a Director of Sales to manage its domestic and global sales activity. SEI is a respected supplier of air pollution control equipment, engineering services, fabrication services and construction services to utility, pulp & paper, refining, building product and other industrial companies. SEI is seeking candidates with excellent organization, motivation, communication and personal relation skills. Exceptional written and verbal communication skills are necessary to support a well-established company. SEI is seeking candidates with demonstrated entrepreneurial experience and innovative thinking. Sales experience with a regional or national engineering firm is a plus.

Requirements for the successful candidate:

- Scientific degree: Mechanical, chemical or electrical engineering preferred.
- Proven leadership and selling skills
- Excellent computer skills with CRM, Power Point, Microsoft Word, Excel, Adobe Acrobat, and Microsoft Outlook.
- Excellent technical writing and presentation skills.

Responsibilities:

- Extensive travel – 75%.
- Establish sales and marketing priorities
- Cultivation of customer relationships
 - Ensure companywide cultivation of customer relationships
- Oversee all sales operations inclusive of direct employee and sales representative network
- Find, obtain and close quality sales opportunities for the company
- Prepare strategic selling plans
- Encourage, solicit, schedule and attend client meetings
- Prepare and present selective technical sales presentations
- Actively participate in technical and commercial negotiations
- Perform detailed evaluations of select opportunities to leverage corporate resources
- Perform detailed evaluation of and recommendations for proposal content
- Attend various conferences to stay abreast of technical developments and to network with client base

Compensation:

SEI maintains a 401 (k) plan, health coverage, standard holidays, vacation and sick leave benefits. The position's salary and incentive compensation will be commensurate with the applicant's experience and abilities.

Location:

The applicant may live anywhere in the contiguous 48 United States of America close to a major airport, with a preference for Pensacola, Florida.

Submit resumes and salary requirements by email to: SGlass@sei-group.com