



BETE FOG NOZZLE, INC
50 GREENFIELD STREET
GREENFIELD, MA
01301 USA

NATIONAL SALES MANAGER

BETE has an immediate opening for a **National Sales Manager**. We're looking for a high-energy individual with outstanding leadership skills and proven track record of managing high performing sales teams.

The Sales Manager will manage a team of outside B2B solutions/ consultative sales reps. We solve customer's process challenges by offering relevant and compelling spray solutions ranging from a nozzle to a fully customized, engineered system.

Essential Responsibilities

- Supervise and manage sales team, delivering the highest levels of customer service while ensuring all company policies are followed.
- Set goals for sales team members, clearly communicate expectations, and monitor performance.
- Develop employees' capabilities through challenging assignments and coaching.
- Coach and train sales representatives on the full range of BETE products to increase customer awareness, acceptance, and market share.
- Travel with sales reps, calling on industrial manufacturing end users, OEMs, engineering firms, and distributors.
- Promote and secure orders for BETE products & engineered systems.
- Collect detailed technical information to support design and installation of spray nozzles and systems. In addition, provide training to local external sales representatives to identify potential customers and collect detailed information.
- Collaborate with sales teams to identify and unlock sales opportunities.
- Operate as an ambassador for the company by promoting all aspects of our product technology. This includes providing presentations before small and large groups.
- Maintain a positive attitude, promote, and support the Company's policies, procedures, products, and programs internally and externally.
- Cultivate contacts with existing and potential customers to maximize business opportunities and ensure sensitivity and response to changing customer and market needs.
- Provide accurate and timely forecasting of sales opportunities.
- Utilize data to develop trends and insights that will drive continuous improvement.

Job Competencies (knowledge, skills, abilities)

- Five (5) years' experience in technical flow control product sales in the industrial B2B market
- Technical understanding of spray nozzles, and knowledge of fluid systems (pumps, valves, filters), and a functional understanding of how spray nozzles are used in various industries.
- Distribution/channel territory development and management experience
- Demonstrated leadership capabilities and ability to build successful teams.
- Experience in presenting and preparing technical and sales presentations.
- Ability to understand and recognize customer specifications and requirements, providing appropriate recommendations and solutions.
- Ability to overcome objections of prospective customers through focused and appropriate sales strategies.

- Ability to build relationships quickly and effectively.
- Identify business obstacles and craft solutions which effectively address roadblocks and problems.
- Ability to work independently, desire to achieve independent goals, and the willingness to share successes and failures in a collaborative team environment.
- Utilize skills in territory management, account management, and time management.
- Bachelor's degree
- Ability to relate to others in a positive manner with positive attitude while being courteous, confident, and a spirit of teamwork.
- Ability to develop sales strategies.
- Problem-solving aptitude
- Relationship management skills and openness to feedback
- Proven ability to take initiative.
- Knowledge of general business software and aptitude to learn new applications; proficiency in Microsoft Office (Word, Excel, Outlook), Netsuite a +

Working Environment:

- Reports to VP Sales & Marketing
- Home Office – Must have a dedicated home office or other workspace with high-speed internet.
- Out of the area overnight travel is required.

Benefits to working with BETE:

A competitive benefits package that includes: 401(k) Retirement Savings Program (includes 25% company match), Health and Dental Insurance (after 30days), Flexible Spending Account and Dependent Care Spending Accounts, Life and AD&D Insurance(s), Employee Assistance Program, Company Paid Life Insurance, Vacation Time, Sick Time, Employee Referral Program, Tuition Reimbursement, Bi-Annual Discretionary Bonuses (June & December), 8 ½ paid holidays, On-site fitness facility, and All Employee Annual Fall Company Outing.

If you meet the requirements outlined throughout the position descriptions above and are interested in working for a well-established, successful, and progressive local area business, we would be delighted to hear from you.

To apply, simply click on the “Apply Now” tile on the Career Opportunities page; here you can submit your contact information and a cover letter/resume to our recruiting team. Or you can email a copy of your current cover letter/resume to our team at hr@bete.com someone will be in touch with you shortly thereafter.

We are an Equal Opportunity Employer. M/F/D/V