



Munro is seeking an Eastern US Region Irrigation Sales Superstar

Join the irrigation industry's premier and preferred pump manufacturer, as we grow business across the US.

The right candidate will...

1. Be looking for an opportunity to make a major impact and grow sales
2. Be enthusiastic about creating excellent customer experiences
3. Be knowledgeable about the irrigation industry
4. Be a team player
5. Be a growth oriented person who wants to learn and grow every day

Munro offers you...

1. An opportunity to drive business growth
2. A strategic position with autonomy and impact
3. A collaborative, positive team and supportive leadership
4. Travel and network building in the irrigation industry
5. Competitive compensation and benefits

**POSITION:  
REGIONAL ACCOUNT MANAGER – MID-WEST US**

Reports to: National Sales Director, Munro

Job classification: Full-time, salaried

Description:

Munro Companies, Inc. is a rapidly growing manufacturer, based in Grand Junction, CO. As a manufacturer of centrifugal and submersible pumps, pump stations, grooved fittings, specialty valves, and other pump accessories, we partner with distributors nationwide to sell products for irrigation, water features, dewatering, mining, oil & gas, OEM and general industrial use. Munro builds innovative, professional-grade products using high-quality components to out-perform and out-last anything else in the market.

The Regional Account Manager is responsible for all sales activities in their region, including collaborating with other members of the sales team to contribute to sales strategy and plans, develop and maintain customer relations to increase sales, identify and contact new customers, prepare and deliver competitive proposals, and ensuring that the customers' needs and desires are communicated internally. Additionally, this position helps to identify trends in

the marketplace through participation in the industry, communication with customers and sales reporting.

## Job Duties

- Account Management
  - Provide consistent coverage for our existing customers and prospects throughout your region – primary audiences are irrigation specifiers, landscape architects and engineers, as well as irrigation and general industrial wholesalers and distributors.
  - Manage personal activities to achieve both top and bottom line growth and profitability improvement.
  - Develop and execute aggressive sales plan to meet agreed upon sales goals for your region, including growing wallet-share with key accounts, and developing new accounts.
  - Research and understand relevant markets, competitors, customers and prospects in your region.
  - Analyze customer data to look for product, customer, and market opportunities.
  - Travel to visit customers and prospects, with specific topics and sales goals for each visit.
  - Build the Munro brand by consistently and effectively representing and communicating our core values.
  
- Customer Communications
  - Assists with customer application/usage questions
  - Assists in disseminating general company information and marketing materials
  - Identifies and communicates customer needs in terms of service and product availability
  
- Tradeshows and Events
  - Conduct training sessions for distributor employees and customers – including general how-to education, product specific education and online resource.
  - Conduct training sessions for associations and other stakeholders – including general how-to education and online resource information.
  - Participate in tradeshows
  
- Additional
  - Deliverers an excellent customer experience in all customer interactions.
  - Maintains professional and technical knowledge by attending educational workshops and reviewing professional publications.

- Contributes to product excellence and market penetration by identifying and communicating possible product enhancements and new product development.
- Other duties as assigned.

## Qualifications

- Strategic selling: Proven sales producer with an ability and desire to identify and close strategic sales opportunities.
- Analytical skills: Strong problem solving ability and strategic thinking.
- Speaking and writing: Great written and verbal communication skills are a must. Communication is done through phone, email, and face-to-face interactions on a continual basis.
- Computer skills: Must be able to navigate a wide range of computer programs with ease, including Microsoft Office. Ability to quickly learn and retain knowledge of new computer programs.
- Attention to detail: Ability to work with precision and identify and solve problems or correct errors.
- Past experience: At least 3 years experience in a business-to-business sales position is a must. Experience in the irrigation industry is required.

## Physical Job Requirements

- Stand and / or sit continuously and perform job functions for a full shift with meal break
- Visual acuity corrected to perform job functions
- Ability to hear and respond to facility commands
- Strong mental agility, including ability to remember short and long term and ability to perform complex analytical tasks

Location: Relocation not required

Education level: Associates or Bachelors degree in business or a related field required

Travel required: ~ 60%

Salary range: Munro offers a competitive compensation package, commensurate with experience. Please provide salary requirements.

Munro Companies is an Equal Opportunity Employer.

This job posting does not constitute a promise or guarantee of employment.