



Job title: Regional Sales Manager
Position Code: 1554
Reports to: Business Development Manager
FLSA Status: Exempt

Job Summary:

TyBot, LLC is looking for an energetic and self-motivated Regional Sales Manager to join the exciting new industry of construction robotics and aggressively expand TyBot® sales in the bridge construction rebar installation market. The position would be based out of the Allison Park, PA headquarters however well qualified candidates that work remotely may be considered. This Regional Sales Manager will work within a team of other Regional Sales Managers reporting directly to the Business Development Manager. The position will involve extensive travel to meet with potential and existing clients.

Duties / Responsibilities:

- Effectively, clearly, and accurately communicating company information with prospective and existing customers
- Locating relevant and high value bridge projects and viewing engineering drawings
- Making frequent cold calls trying to establish sales leads
- Creating sales quotes, negotiating pricing, and finalizing sales contract documents
- Managing prospective projects and clients throughout the entire sales lifecycle
- Updating and tracking daily activity in CRM software for all sales prospects and pipeline
- Preparing sales reports along with other management reports as needed
- Performing demonstrations with the robot and attending conferences/trade shows
- Travelling as frequently as the job demands (up to 80% of the time)
- Performing other related duties as needed

Required Skills / Abilities:

- Comfortable working in a high paced dynamic environment, able to quickly adapt to changes and work well under pressure
- Possess the ability to evaluate situations, recognize problems and present solutions
- Outgoing and persistent personality effective at developing business relationships
- Work well in teams as well as individually
- Excellent written and verbal communication skills across all levels of company with attention to detail
- Excellent time management, organizational skills and ability to multi-task
- Computer skills: Highly proficient with online applications as well as Word, Excel, PDF.
- Valid Driver's License

Additional Preferred Skills / Abilities:

- Ability to read structural design plans
- Comfortable driving a pickup truck with a hauled load
- Mechanical aptitude with construction equipment
- Ability to work with CRM tools used to track sales prospects and pipeline
- Previous experience in bridge or heavy civil construction
- Previous experience with heavy construction equipment
- Previous start-up company experience

Education and Experience:

- 5+ years proven sales/business development experience
- Heavy Civil construction with bridge deck and/or construction equipment experience a plus
- Bachelor of Science in Business / Marketing or Engineering

Work Environment:

- Works both indoors and outdoors.
- Environment can be dirty and noisy.
- Wears appropriate protective clothing and equipment including gloves, ear protection and respirators when necessary.

Physical Requirements:

- Must be able to perform the physical demands of the job with or without reasonable accommodation

Special Note:

This job description is presented as guidance only, other reasonable tasks or responsibilities as management sees necessary may be added to this job description in order to achieve satisfactory job performance by the team member.

EEO Statement:

TyBot, LLC and Affiliate Companies are Equal Opportunity Employers and all qualified applicants will receive consideration for employment without regard to race, religion, color, sex, sexual orientation, gender identity, age, national origin, genetic information, disability, veteran status or on any other basis prohibited by federal, state and local laws.