

## Renovia Success Profile

<b>Role/Title:</b> Regional Sales Manager	<b>Department:</b> Sales	<b>Location:</b> Indianapolis, Indiana Tampa, Florida Nashville, Tennessee
<b>Reports To:</b> RVP of Sales	<b>Date:</b> February 22, 2019	

### **Company Overview**

Renovia is in the construction field with a concentrated focus on coatings and repairs.

Our passion lies in building relationships with customers to solve their problems. All projects begin with a foundation of respect and trust, which we embrace as an opportunity to prove our reliability and expertise. Success is measured in our ability to consistently deliver timely, professional, quality work that allows us to continue strengthening these relationships.

At Renovia, our painting expertise is the framework of our business, yet our goals are greater. We're dedicated to improving lives by providing lasting, positive impact in the communities we serve.

For further information on Renovia, check us out online at [www.renovia.com](http://www.renovia.com)

To apply for this position, please email your resume' to Mike Lantz at [mlantz@renovia.com](mailto:mlantz@renovia.com)

**A. Job Summary** The Regional Sales Manager (RSM) is responsible and accountable for prospecting, evaluating, acquiring and growing business opportunities that align with Renovia's culture, mission, values and goals. The RSM integrates other business units such as Estimating and Operations into the sales process and manages the collaboration and information flow throughout the project sales cycle. The RSM plays an important role in supporting Renovia's purpose to be a light in the community and around the world through continuous improvement, serving others and uncompromising integrity.

### **B. Job Responsibilities**

1. Grow existing business in the Multi-Family market (Indianapolis) or Commercial Properties and Healthcare markets (Tampa and Nashville)
2. Prospect and acquire new business in assigned market(s)
3. Produce results by delivering Key Performance Indicator (KPI) outcomes (e.g. success ratio, bookings, customer touchpoints, etc.) that align with the sales budget
4. Travel to customer project sites outside of home base city (15-20% of time)
5. Customer interface and communication
6. Write bid proposals
7. Collaborate on projects with Estimators and Project Managers
8. Update sales and budget metrics within Salesforce
9. Participate in weekly company huddle and sales meetings

### **C. Competencies/Skills Required**

1. Communication (oral and written): Build bridges with customers and between Renovia's senior leaders, the sales team and other business units; encourage and seek feedback,

share information within the sales team, and be able to address and overcome objections.

2. Business Acumen: Develop, communicate and achieve goals that support the company mission; align sales direction, products, services, and performance with budgets and goals.
3. Initiative/Self-Motivation: Manage time, priorities, and resources to achieve goals.
4. Collaboration and Teamwork: Strive to be an ideal team player by building working relationships with internal team members, characterized by a high level of cooperation and mutual respect.
5. Customer Focused: Build and maintain customer relationships to sell and achieve satisfaction with the products and services offered.
6. Organization/Time Management: Manage and prioritize own schedule, coordinate with customers and other business resources to achieve sales goals and successful project completion.
7. Integrity and Ethics: Earn others' trust and respect through consistent honesty and professionalism in all interactions.

**D. Education/Knowledge/Requirements**

- Bachelor's degree preferred
- Previous sales experience in a similar industry
- Knowledge of Salesforce preferred
- Proficient in Microsoft Suite
- Knowledge of Surface Pro, a plus