

Territory Sales Manager for Western US Market



Protecting you for life's **best** moments.

September 2022

With over 30 years' experience, GVS Group is one of the world's leading manufacturers of filters for application in the Medical, Laboratory, Automotive, Appliance, Safety, and Building Filtration sectors.

The corporate headquarters of the GVS Group is located in Italy, has business units worldwide, and produce respirators in the USA with its subsidiary in Michigan, GVS-RPB (Ex RPB Safety).

GVS-RPB is the market leader in Australia and New Zealand for blasting respirators, and is a challenger brand for high quality PAPRs and tight-fitting half mask respirators.

GVS is looking for a Safety Territory Sales Manager for the Western US market.

In this position, you are responsible for managing the West Coast regional sales territory. You will work closely with the distribution, be the point of contact for our customers, provide training, initiate product launches, and ultimately be held accountable for sales growth in your assigned territory.

You are expected to work closely with the Sales Director to ensure the values of GVS are carried through to all distributors while maintaining focus on the vision of establishing GVS as the provider of personal safety equipment for the Abrasive Blasting, Manufacturing, Health Care, Life Sciences and Metal Industries.

You are required to provide superior service and support to authorized distributors, and contractors. The objective is to increase sales volumes, build on distributors' loyalty, increase GVS's market share and encourage distributors to purchase new product ranges as they become available.

Core Activities:

- Develop and implement strategic sales plans to accommodate corporate goals
- Organize approval of new products
- Direct sales forecasting activities and set performance goals accordingly
- Review market analyses to determine customer needs, price schedules, and discount rates
- Represent company at trade association meetings and shows to promote product
- Deliver sales presentations to clients
- Develop and implement a sales and marketing strategy
- Analyse and control expenditures of division to conform to budgetary requirements
- Monitor and evaluate the activities and products of the competition
- Prepare monthly sales report showing sales volume, potential sales, and areas of proposed client base expansion. Responsible for sales number for his/her product line
- Prepare cost analyses to be used in quoting
- Perform the actual quoting and follow-up with the customer
- Present new product ideas for sales growth
- Recommend or approve budget, expenditures, and appropriations for research and development work
- Handle customer complaints and requests, at any level from Customer Service to Purchasing to Executive Management.

Who we are looking for:

- Bachelor's Degree from accredited college
- 5+ years of previous PPE Sales
- Proven experience in generating new business
- Customer-related experience in the PPE industry, including minimally a working knowledge of certification level.

Preferred Qualifications:

- Advanced Degree
- Engineering experience in the air respiratory field.

GVS-RPB's main office is located in Metro Detroit, MI. Travel to the main office will be required periodically. Ideally, Candidates for this position will live near a major city in WA, OR, CA, AZ, UT and will work remotely, with travel required for sales and training appointments, as well as travel to GVS-RPB Headquarters.

For more information or to apply for this role please email respirators@gvs.com