

COMPANY: ThermFlo, Inc.
POSITION TITLE: Technical Sales Manager (Connectivity)
LABOR CATEGORY: Exempt
REPORTS TO: Director, Professional Services
APPROVED BY: Chief Operating Officer
DATE: December 31th, 2019

JOB SUMMARY

The Technical Sales Manager provides strategic IT infrastructure, assessment, and connectivity design services to both new and existing clientele. S/he will focus primarily on developing new business and the changing state and requirements of our clients with respect to network access layer and compute (Cloud/aaS/Colo/Owned/Hybrid), and the delivery of standardized and strategic WAN/LAN, Edge, PoE, Wireless, DAS, Physical Security, and IoT connectivity solutions.

ESSENTIAL RESPONSIBILITIES

- Proactively develop connectivity-related sales opportunities from lead to cash. Work directly with ThermFlo, Inc. and Zonatherm Products, Inc. on multi-practice and cross-sales opportunities. Expectations include both direct and indirect sales activities, existing client engagement, new client development, strategic marketing initiatives, event/conference attendance, and other sales activities as necessary.
- Understand client requirements and develop Statements of Work as required for all opportunities. Statement of Work generation is to be done in a timely manner and in cooperation with the client.
- Assess and record project data as it pertains to specific engagements and develop high quality content and fulfill all deliverables in a timely manner and as promised.
- Develop and design solutions based on client requirements and industry standards with a focus on future state of client infrastructure. Designs are to be based on strategic WAN/LAN, Edge, PoE, Wireless, DAS, Physical Security and IoT connectivity solutions with a primary focus on telecommunications circuit aggregation as a lead offering.
- Project manage total client solution delivery including sub-contractor onboarding and management, product procurement, client integration requirements, and cross-departmental efforts.
- Regularly communicate with all clients to ensure in-flight projects meet stated objectives and are on budget, on time, and meeting client expectations. Provide weekly status reports for all managed projects for each client.
- Support corporate culture by proactively displaying and promoting our 30 Fundamentals which define expected behaviors and drive our personal and professional success.

SECONDARY RESPONSIBILITIES

- Proactively pursue all potential cross-selling opportunities and act as customer liaison to ensure a successful post-sales transition.
- Navigate internal NetSuite processes for material procurement and sourcing with the primary goal being sales of Zonatherm Products, Inc. offerings as a priority when correct for client needs and project stated end goals.
- Navigate internal NetSuite processing all Statements of Work into Purchase Orders and submit for final invoice and payment in a timely manner.
- Additional responsibilities include Colocation RFP management and placement, IT relocation, and migration services, and other activities as necessary to enable our clients to improve/reset IT operations, mitigate risk, and reduce cost.
- Other responsibilities as assigned.

ESSENTIAL QUALIFICATIONS AND REQUIREMENTS

- **Education and/or Experience:** Bachelor's Degree in Engineering, and 5-8 years or more relevant experience, or an equivalent combination of education and experience.
- **Mathematical Skills:** Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to compute rate, ratio and percent. Some higher math is required for mechanical/electrical engineering calculations.

- **Reasoning Ability:** Ability to define problems, collect data, establish facts, and draw valid conclusions. Must be able to develop multiple options for client based on data set.
- **Communication Skills:** Excellent written and verbal communication skills, confident, articulate, and professional speaking abilities within a sales environment, empathic listener and persuasive speaker.
- **Computer Skills:** Strong proficiency in Microsoft Office Suite. AutoCAD and Visio skills required.
- **Position Type and Expected Hours of Work:** This is a full-time position, and typical work hours and days are Monday through Friday, 8:00 A.M. to 5:00 P.M. with one (1) hour unpaid lunch.
- **Physical Demands:** While performing the duties of this job, the employee is regularly required to sit, stand walk; and talk or hear. The employee must occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision and the ability to adjust focus. Ability to visit and move around work sites.
- **Work Environment:** This job operates primarily in an office setting with some field work. This role routinely uses standard office equipment such as computers, phones and photocopiers.
- **Supervisory Responsibilities:** This position has no supervisory responsibilities.
- **Other Qualifications:** Typical travel requirement is less than 50%. Periodic out of town travel of up to 75% for periods of up to 30 days may be required for special project work. Must have a valid driver's license and a valid passport.

DESIRABLE QUALIFICATIONS/REQUIREMENTS

- **Sales:** Verifiable experience in a direct sales capacity and demonstrated sales success is required.
- **Client Account Management:** Demonstrated ability to effectively manage multiple client projects and ongoing client activities.
- **Project Management:** Project Management Professional (PMP) designation and/or equivalent experience managing client and vendor activities in multifaceted projects.
- **REVIT:** Practical use and understanding of REVIT.
- **Certifications:** RCDD/BICSI certification.
- **Enterprise Resource Planning (ERP):** Familiarity with NetSuite ERP system or similar ERP platform experience.

This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without prior notice.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed above are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.