bioMASON Inc.
August 2020

Posting
Job: Regional Sales Manager
Location: Research Triangle Park, NC
Start Date: Immediately

bioMASON is a unique biotechnology start-up manufacturing company with a natural process significantly revolutionizing the building and construction industry. bioMASON employs biological and chemical processes to manufacture biocement®-based building materials in ambient temperatures.

Concrete is the second most consumed substance on earth following water. The production of cement accounts for over 8% of global CO2 emissions. bioMASON is driven by scaled proof that there is a better way to reduce these emissions.

bioMASON is distinguished by its unique technology, manufacturing costs, the use of local materials, greater environmental responsibility and manufacturing process.

The first commercially available product is bioLITH® Tile. The company competes in the marketplace through direct manufacturing and contracts.

bioMASON is privately held and headquartered in Research Triangle Park, North Carolina. For additional information, please visit www.biomason.com.

bioMASON is seeking a Regional Sales Manager to work with our Sales & Marketing team. The main responsibilities of bioMASON Regional Sales Manager are to build, manage, and grow a solid pipeline of customers and sales. This means setting appointments with local business owners, giving sales presentations (either virtually or in person), and providing a thoughtful customer experience reflecting the bioMASON brand and culture. This position reports directly to the VP of Sales and Marketing.

**Duties/Responsibilities:**

- Builds and maintains a network of sources from which to identify new sales leads.
- Identifies new clients through a variety of methods including networking and cold calls.
- Develops and implements strategies for sales in an assigned region or industry.
- Applies knowledge of the field and product features to match products to the needs of clients.
- Answers inquiries from clients concerning products, their uses, and the industry at large.
- Provides information, quotes, credit terms, and other bid specifications to clients.
- Negotiates prices, terms of sales, and/or service agreements
- Prepares contracts and submits orders.
- Collaborates with marketing to contribute feedback for promotional material
- Attends trade meetings and industry conventions
- Collaborates with purchasing departments, managers, and other staff to confirm that orders are processed with accuracy and efficiency and that products are distributed properly.
● Communicates with customers and leads to identify and understand their product needs; identifies and suggests products to meet those needs.
● Demonstrates the functions and utility of products to customers based on their needs.
● Ensures customer satisfaction through ongoing communication and relationship management; resolves any issues that may arise post-sale.
● Maintains communication with existing and previous customers, alerting them of new products and enhancements that may be of interest.
● Routinely and frequently generate customer success stories to enable replication by others for future sales growth.
● Maintains detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship problems.
● Create and execute a strategic sales plan that expands customer base and; meet with potential clients and grow long-lasting relationships by understanding their needs.
● Track, analyze, and communicate key quantitative metrics and business trends as they relate to partner relationships.
● Recruit salespeople, set objectives, train and coach, and monitor performance ensuring assigned tasks and responsibilities are fulfilled.
● Identify knowledge gaps within the team and develop a plan to fulfill them.
● Oversees the sales team to ensure company quotas and standards are met by holding daily check-ins with team to set objectives for the day and monitor progress regularly.
● Manage month-end and year-end close processes.
● Provides regular territory sales forecasts.
● Provides weekly updates to Executive team.
● BOOKS BUSINESS, MEETS TARGETS

Required Skills and Interests:

● Bachelor’s degree in Business, Marketing, Communications, or other relevant field.
● At least 5 years of successful related experience; 2 or more years sales management experience.
● Disruptive, forward thinking sales skills.
● Environmental sustainability aligned with bioMASON’s mission and vision.
● Excellent interpersonal and customer service skills.
● Excellent sales and negotiation skills.
● Strong analytical and problem-solving skills.
● Ability to function well in a high-paced intense environment.
● Big plus: proven expertise in our industry + brings a rolodex of contacts.

The Candidate Must Be:

● Highly organized and possess excellent attention to detail.
● Creative, flexible, proactive, punctual, persistent.
● A team player.
● Able to self-manage.
● Comfortable with a demanding, fast-paced work environment.
● An excellent communicator.
● Assertive, out-going, extrovert.
bioMASON Employees Must Possess:

- Professionalism
- Integrity and Honesty
- Passion and Motivation
- Analytical Skills
- Intelligence and Aptitude
- Productivity

Please send your resume and **fully completed application** to jobs@biomason.com with the heading Regional Sales Manager.

The bioMASON Career application may be found on bioMASON’s website, under the “Career” tab http://biomason.com/wp-content/uploads/2015/12/bioMASON_Application-1.pdf

*bioMASON Inc. takes affirmative actions as an equal opportunity employer to attract, promote, and retain the most fully qualified candidates without regard to race, creed, religion, color, citizenship status, national origin, sex, age, sexual orientation, predisposing genetic characteristics, genetic information, marital status, status as a domestic violence victim, arrest record, disability, military status, disabled veteran, recently separated veteran, Armed Forces Service Medal veteran, other protected veteran or other characteristic as protected by law.*

*EOE M/F/D/V*