



REGIONAL BUSINESS DEVELOPMENT MANAGER

ALLIED PRODUCTS GROUP (APG)

POSITION DESCRIPTION:

The APG Regional Business Development Manager is responsible for the commercialization of new products with a strong focus on revenue growth and profitability. This growth should be both organic and non-organic with a concentration on leveraging current intellectual and physical assets where possible along with helping identify necessary regional assets to supplement. A focus on the Energy and Environmental Services Industries will be a priority as we attempt to grow our name and footprint in these industries. The commercialization of new products will ensure overall alignment with other organizational goals and strategies.

POSITION RESPONSIBILITIES:

- Work with General Manager or Director to define product strategy, core positioning and roadmap.
- Responsible for the development of new business and the expansion of market share of existing business.
- Analyze markets, determine trends and document the competitive landscape.
- Work as Sales rep, develop programs, business cases, and identify new business opportunities.
- Work with external third parties to assess partnerships and licensing opportunities.
- Establish pricing strategies to meet revenue and profitability goals
- Propose annual budget.
- Establish customer relations and good will to include customer feedback and continuous quality improvement.

- Negotiate competitive position for new business with customers and in house managers ensuring company objectives and financial targets are met
- Perform all other position related duties as assigned or requested.

REQUIRED SKILLS & EXPERIENCE:

- Bachelor's degree in Engineering or Business and at least five (5) to ten (10) years of job related experience in Energy and/or Environmental Services. Masters degree preferred.
- Able to demonstrate effective leadership and sales management skills.
- Proven ability and desire to independently pursue new business.
- Team oriented and willingness to adapt to change.
- Excellent presentation and outstanding business writing skills.
- Ability to work independently yet report out when expected.
- Willingness to travel (as required).

Qualified candidates should e-mail resume along with salary history in confidence to:

careers@wabashnational.com

NO PHONE CALLS PLEASE

EOE, M/F/H/V

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