



## Job Opportunity: Eastern Region Territory Manager

**ACI Services Inc., a growing leader in the dynamic gas compressor industry serving the natural gas, refinery, and chemical markets, seeks a proactive sales leader and team player to fill the Eastern Region Territory Manager position.**

*The Eastern Region Territory Manager is a critical contributor to the company's sales goals, developing sales leads and gaining marketing intelligence along with analysis in support of the ACI's strategy.*

*The successful candidate is one who not only has awareness of what a reciprocating compressor is but possesses skills, abilities, and other characteristics required for the job through our values and culture.*

### Why ACI?

ACI is a leader in the world of compressors, with deep engineering expertise and customer focus that has made it successful since 1960. Our core values are accountability, customer focus, integrity, and professionalism. Our mission is bold: *To influence every compressor in the market!*

We care about our people. And we recently asked them, "What sets ACI apart from other companies?"

#### Here's what our leaders said:

- Stable company – We have been in operation for over 60 years
- Provide skills for your next job – opportunity for growth
- Believe your time is valuable – family is important
- Be a team member of an industry leader – brand and company are known and respected
- Average tenure is 10 years – team members stay with ACI
- Ownership is involved in the company – focused on the team and the business
- Benefits package – very competitive
- Location – Small town atmosphere within driving distance of large cities

#### Here's what the team said:

- New challenges everyday
- Leadership is willing to adjust work schedules to accommodate life
- Company is family oriented
- Our ideas matter and are listened to
- Our work makes a difference
- Great co-workers and a great work environment; the people and culture are genuine
- Innovative products and ideas



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Being part of ACI means being part of something bigger than you. It's about being part of an organization that takes pride in its excellence and innovation, competing and doing business around the globe. Everyone has the chance to make an impact.

To continue our success, we need additional top-notch team members. ***Maybe that means YOU.***

### The Opportunity and Who We Need

ACI is looking for an Eastern Region Territory Manager to manage and grow a North America based territory through the sale of compressor products and engineered solutions into the Reciprocating Compressor Market via Part Resellers, Mechanical Service Providers, Equipment End Users, and Lease Fleet Operators. The primary objective is to generate revenue through the development of strategic relationships with existing partners as well as generate new opportunities.

The ideal candidate will be knowledgeable with how the reciprocating compressor market operates recognizing the different layers that exist between the OEM and the end user, understanding the importance that each play with the maintenance of the compressor equipment. The candidate will be able to integrate this knowledge into the ACI Strategic Plan for growing ACI sales business with all industry providers, equipment owners, and end users accordingly.

The Eastern Region Territory Manager will be extremely proactive by establishing plans and tactics within each market segment identifying customer needs, challenges, and decision criteria for sales by setting sales targets per customer, per product, and per account. "Additionally, they will recognize the organizational structure of the ACI customer using this knowledge to primarily build relationships at the "concrete" and "linoleum" level meaning managing accounts at the operator, engineer and management level."

This individual will be an integral part of the ACI sales team and work within ACI and the customer accordingly to develop and transition inquiries through the entire sales process. Further, we want an individual that is excited about selling, that is excited about going into a compressor station and still has that sense of "awe" when they see compression equipment in action.

We are beginning to review candidates immediately and will continue until we fill the position.



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## What is the Position?

<b>Job title: Eastern Region Territory Manager</b>	<b>FLSA status: Exempt executive</b> <b>Reports to: V.P. Sales</b>
<p><b>Position Summary</b></p> <p>The Eastern Region Territory Manager is responsible for the development and performance of all eastern region sales activities. Supports and works closely with others in the sales organization and provides leadership towards the achievement of maximum profitability and growth in line with company vision and values. The Eastern Region Territory Manager will establish plans and strategies to expand the customer base in the marketing area.</p>	
<p><b>Responsibilities</b></p> <ul style="list-style-type: none"> <li>• Travel within the Easter Region (east of the Mississippi) making sales calls. It shall be expected that travel will be at a minimum 50%</li> <li>• Develops a sales plan, forecasts, and strategy for regional sale-related activities ensuring attainment of company sales goals and profitability</li> <li>• Planning and execution of day-to-day promotion, service, and relationship activities needed to influence sales across the full spectrum of ACI customers including Compressor OEMs, Compressor System Integrators, Engineering Firms, Compressor Over haulers, and End Users in line with regional sales plan</li> <li>• Generate call reports, internal sales reports, regional forecasts, compressor equipment surveys, and other customer/project support information</li> <li>• Engage the ACI team to assist with the development of compressor projects including compressor performance, scope of supply, and strategic partner integration</li> <li>• Create and conduct proposal presentations and request for purchase responses</li> <li>• Assist with the creation of marketing materials, product literature and promotional products</li> <li>• Participate in certain promotional or trade shows and activities as appropriate</li> <li>• Participate and be an integral member for all Sales Team Meetings.</li> </ul>	
<p><b>Minimum Qualifications</b></p> <ul style="list-style-type: none"> <li>• B.S. Degree in Mechanical Engineering or equivalent is required</li> <li>• Five (5) years of technical sales experience, preferably in the reciprocating compressor industry</li> <li>• Extensive experience in all aspects of Supplier Relationship Management</li> <li>• Strong understanding of customer and market dynamics and requirements</li> <li>• Strong problem solving and creative skills and the ability to exercise sound judgement</li> <li>• Strong interpersonal skills, ability to communicate and manage</li> <li>• Ability to understand complex issues and problems, and consistently reach sound business decisions</li> <li>• Microsoft Office System Experience</li> <li>• Excellent time and priority management abilities required</li> <li>• Highly self-motivated, self-directed, and attentive to detail</li> </ul>	



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### Preferred Qualifications

- Five (5) years of experience developing relationship with Reciprocating Compressor OEMs, Packagers, Lease Fleet Operators, and equipment end users
- Vast Knowledge of the Reciprocating Compressor OEMs, Packagers, and end users
- Proven ability to cover a large territory while growing the business

### Reporting to this Position

No Direct Reports

### Salary and Benefits

Salary and benefits are competitive and commensurate with qualifications.

### Location and Work Environment

To be determined

### Tentative Start Date

Early 2022

### What are the Next Steps?

If you're ready to learn more and apply, send your résumé as a Microsoft Word (.doc or .docx) file or PDF via e-mail to Bob Painter, Vice President of Business Development at [bpainter@aciservicesinc.com](mailto:bpainter@aciservicesinc.com). If you have questions, please call Bob Painter at 740-391-8901.

Visit us on the web at [www.aciservices.com](http://www.aciservices.com).

***Consider starting an exciting career with ACI—the compression experts!***