



Franklin Fueling Systems is looking for a new Vice President, Sales - EMEA

Responsible for directing the sales efforts of supervisory, non-supervisory, sales representatives to set and achieve sales goals for designated market and/or products. Works with Major Oil Companies, Independent Marketers and distribution to facilitate strategic programs to achieve market share growth and increased profitability.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Management Responsibilities

- Develops and implements pricing and programs as well as strategic growth initiatives.
- Provides competitive pricing/threats to product management for product steering.
- Negotiates and maintains volume pricing agreements with major marketers and distributors.
- Develops and manages competitive distributor and marketer rebate programs.
- Develops sales plans/strategies for continual sales growth.
- Develops and manages assigned sales staff's selling capabilities within assigned geographic regions. Monitors and maintains sales goals.
- Develops short- and long-term forecasts, budgets, strategies, and marketing programs required to meet sales objectives.
- Contracts with independent representatives to achieve sales goals, as necessary.
- Works with product teams to develop products that will grow sales and profitability. Provides feedback to product managers to meet customer needs.
- Works with the marketing team to ensure marketing meets customer demand, such as collateral, packaging, catalogs, internet presence, etc.

Administration

- Designs systems for multiple functions within the unit to work together to meet objectives and goals.
Evaluates the business unit's and the staff's performance on a regular basis.
- Collects and analyzes evaluation information that measures the success of the organization's program efforts; refines or changes programs in response to that information.
- Creates budgets and holds direct reports accountable for meeting revenue, expenses, and profitability goals.

Selling Responsibilities

- Maintains and grows existing customer accounts through an appropriate level of contact. Creates sales growth by securing business through strategic customer segments.
- Develops relationships with and completes sales with regional and assigned national customer bases. Converts non-customers into customers.
- Maintains contact with existing regional and national decision makers to ensure their specifications remain with Franklin Electric.
- Coordinates and attends regional tradeshow, state and regional shows, and territory seminars.
- Participates in pricing negotiations and purchasing contracts.
- Contracts with external salespeople to achieve sales goals as necessary and feasible.
- Performs other related duties as required or assigned.
- Willing to travel a minimum of 50% of standard work week.

SUPERVISORY RESPONSIBILITIES

- Manages the performance of supervisory and non-supervisory direct report(s) to perform as a function and/or business unit, providing formal and informal feedback, progress reports, and budget and profitability updates.
- Interviewing and training employees; planning, assigning, and directing work; appraising performance, rewarding, and disciplining employees; addressing complaints and resolving problems.
- Working with Human Resources on employee issues.

POSITION QUALIFICATIONS

Skills and Abilities

- Strong sales and communication skills, strong leadership qualities
- Needs competent math skills, and track record of strategic thinking
- Effectively communicates information and responds to questions in person-to-person and small group situations with customers, clients, the general public, and other employees of the organization.
- Maintains confidentiality and uses discretion with business information.
- Reads and understands documents such as policy manuals, safety rules, operating and maintenance instructions, and procedure manuals.
- Writes routine reports and correspondence.
- Utilizes common-sense understanding in order to carry out written, oral, or diagrammed instructions.
- Deals with problems involving several known variables in situations of routine nature.

- Plans the time, method, manner, and/or performance sequence of own work; may also occasionally assist in planning work assignments performed by others within a limited area of operation.
- Frequently makes decisions of both minor and major importance, which may affect the work operations of other employees and/or clientele to a moderate degree.
- Completes some moderately repetitive tasks.
- Uses noncomplex machines and equipment (adding machines, calculators, copy/fax machines, etc.).

Education and Experience

- Bachelor's degree in business, business management, marketing, engineering technology, or a related field (required).
- Ten or more years of relevant experience in sales, product management, or a related field (required).
- Graduate Degree preferred

Computer Skills

- **Intermediate:** Microsoft Office suite, CRM.

Certificates and Licenses

- None.

PHYSICAL ACTIVITIES

While performing the functions of this job, the employee is:

- *Regularly* required to sit and to talk or hear.
- *Frequently* required to use hands to finger, handle, or feel and to reach with hands and arms.
- *Occasionally* required to stand or walk and to climb or balance.

Specific vision abilities required by this job include close vision.

The employee must *frequently* lift and/or move up to 10 pounds.

The company will make reasonable accommodations to enable individuals with disabilities to perform the essential functions and expectations.

ENVIRONMENTAL CONDITIONS

- This position is not subjected to harmful environmental conditions.
- The noise level in the work environment is usually moderate.

We are looking forward to your enquiries. To apply for this position, please send your

resume with cover letter to: FranklinFuelingHR@franklinfueling.com.




Franklin Electric has reviewed this job description to ensure that it includes the role's essential functions and basic duties. The job description is intended to provide guidelines for job expectations and the employee's ability to perform the work described. It is not intended to be construed as an exhaustive list of all functions, responsibilities, skills, and abilities. Supervisors may assign additional functions and requirements as appropriate. This document does not represent a contract of employment, and Franklin Electric reserves the right to change this job description and/or assign tasks for the employee to perform as the company deems appropriate.


Contact information



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