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Regional Sales Manager – Multiple Locations Available

The Opportunity

BRD Noise and Vibration Control, Inc. is widely recognized for providing customers with engineered solutions to acoustic challenges caused by commercial HVAC and other industrial equipment. Please visit our website (HUSHCORE.net) to learn about our projects. Our Company is well managed, well respected and our biggest challenge is finding more talented professionals to help us serve our growing base of customers.

We are currently recruiting Regional Sales Managers for several available territories to work with our Sales and Project Management Teams. This is a great role for individual that enjoys helping find solutions to technical problems, wants to be part of an experienced team and likes to work directly with customers. Travel within the territory to conduct business development and training and developing unique solutions to customer noise issues are key requirements of the position.

Success in this role could lead to greater responsibility and recognition within the Sales Team or to an opportunity for advancement in other company departments. We have a proven track record of promoting from-with-in.

Our Need

Our deep knowledge of the noise and vibration control industry, an extensive portfolio of successful projects and an outstanding business reputation, provide us plenty of new project opportunities for the right individual to pursue and develop “Just Right Acoustics” solutions.

We are seeking individuals that embodies our core values: Drive/Initiative, Relentless Pursuit of Knowledge, Innovation, Take Charge, Team Player. The right person is willing to travel, can manage a large territory, and successfully conducts business development activities. The Regional Sales Manager represents the front-line contact between the company and customers and will manage key specifier relationships.

Our team of regional managers promotes positive brand awareness of BRD and supports our goals and objectives; oversees all aspects of projects and customer communications; works closely with the sales support team to pursue new business development opportunities; prepare leads, quotes and submittals; and converts opportunities to profitable sales orders. The Regional Managers support the Applications Engineers and Project Managers in the follow up of project execution to ensure profitability and customer satisfaction.

Compensation for this position includes a base salary and quarterly commissions for invoiced projects. BRD provides benefits that include generous vacation and holidays, 401k participation and matching after 1 year, profit sharing plan participation after 1 year, and access to an employee paid medical plan. We prefer the candidate live in the assigned territory with a home-based office available.

Regional Sales Manager – Assigned Territory

- Conducts business development activities and training to designers and specifiers.
- Strategically manages the pipeline of opportunities and prepares Just Right Acoustics solutions.
- Represents the company at trade shows and industry events.
- Responsible for conversion of quotes to active projects.
- Be a professional expert in noise and sound control for the commercial HVAC market.

The Right Person

- 4-Year college degree in engineering or other technical majors (Mechanical Engineering, Construction Management, Project Management, STEM fields).
- 5 Years experience in the HVAC industry or other work experience dealing with applied mechanical equipment.
- An ability to read technical drawings and visualize product design related to equipment design.
- CAD experience (AutoCAD, Inventor) helpful, but not required.
- Ability to multitask/collaborative and professional attitude.
- Up to 50 % travel required.
- Align with BRD Core Values: Drive/Initiative; Relentless Pursuit of Knowledge; Innovation; Take Charge; Team Player.

EEO Statement

BRD Noise and Vibration Control. is an Equal Employment Opportunity (EEO) employer and does not discriminate on the basis of race, color, national origin, religion, gender, age, veteran status, political affiliation, sexual orientation, marital status, or disability (in compliance with the Americans with Disabilities Act) with respect to employment opportunities.

NOTE:

This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbents will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities. This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.

Send your resume and cover letter to info@brd-nonoise.com to apply.

BRD Purpose/Mission:

We create better spaces to live, learn, work and play through the reduction of intrusive noise pollution. Together we work hard to bridge the gap between acoustic theory and application to solve our customers' noise problems.

We provide "Just Right Acoustics" by moving "From Problem Definition to Problem Solved".

Our Core Values:

