**Job Title: Regional Sales Manager**

**Company Overview**: NanoTech Materials, Inc. (“NanoTech”) is a materials science company pioneering specialized cutting-edge technology for roof coatings, aimed at revolutionizing the roofing industry. Our innovative product offers superior performance, durability, and sustainability compared to traditional roofing materials.

**About the Role**: NanoTech is seeking Regional Sales Managers to lead and expand It’s market presence and revenue in the assigned region through effective team management, direct selling, and strategic partnerships with roofing contractors.

For more information, please visit nanotechmaterials.com/nanotech-cool-roof-coat/ or follow us on LinkedIn @nanotechmaterials. Please note that info@nanotechmaterials.com is for Customer Experience inquiries only – please do not use this channel for Application inquiries.

**Location**: Remote (up to 50% travel to be expected)

**Key Responsibilities:**

* Prospect network of roofing contractors to share NanoTech’s new coatings technology.
* Onboard roofing installers to promote and install NanoTech products (initially the cool roof product line).
* Oversee installer network, maintaining relationships and ensuring they adhere to partner network expectations.
* Conduct site assessments of roofs to make sure they’re coatings candidates.
* Manage customer accounts, ensuring high levels of customer satisfaction and retention.
* Oversee installer network, maintaining relationships and ensuring they adhere to partner network expectations.
* Supervise the work of inspectors and ensure compliance with company standards.
* Develop staff capabilities to enhance team performance and achieve revenue targets through multiple channels.
* Facilitate conversions of existing roofing contractor pipeline projects.
* Ensure accurate and efficient data management within CRM systems, including internal and external pipeline forecasting.
* Develop and lead a high-performing team of 1099 (should we call it independent contractor rather than 1099 or is that the standard in job descriptions) sales representatives.
* Must be willing to travel up to 50% to visit customers and represent NanoTech at tradeshows, conferences, and events.

**Additional Responsibilities:**

* **Market Analysis and Strategy Development**: Conduct regular market analysis to stay ahead of industry trends and competitor movements. Develop and implement regional sales strategies that align with the company's overall business goals.
* **Budget Management**: Oversee the regional budget, including sales forecasting and allocation of resources for maximum profitability.
* **Customer Relationship Management**: Build and maintain strong relationships with key clients and stakeholders, ensuring long-term partnerships and customer loyalty.
* **Compliance and Quality Assurance**: Ensure all regional sales activities comply with legal and ethical standards. Oversee quality assurance processes to maintain the high standards of products and services offered.
* **Performance Metrics**: Define and monitor performance metrics for the region and individual team members, providing regular feedback and coaching to drive continuous improvement.
* **Innovation and Product Feedback**: Collaborate with the Sales Vice President to relay customer feedback and market needs, helping to guide innovation and adjustments in product offerings.
* **Crisis Management**: Prepare for and respond to market or operational crises, ensuring minimal disruption to regional operations and maintaining company reputation.
* **Networking and Industry Presence**: Enhance the company's industry presence by attending and speaking at relevant conferences, workshops, and trade shows.

**Qualifications:**

* Bachelor’s degree in Business Administration, Marketing, or related field, or equivalent experience.
* Minimum of 3 years of experience in sales, business development, or account management, with a proven track record of achieving sales targets.
* Experience in leading and developing high-performing sales teams.
* Strong leadership, communication, and organizational skills.
* Proficiency in CRM systems and Microsoft Office Suite.
* Existing network of roofing contractors required.
* Prior experience in roofing material sales strongly preferred.

**Reporting Structure:**

The Regional Sales Manager will report directly to the Vice President of Sales and work closely with cross-functional teams, including project managers and internal subject matter experts.

**Benefits:**

PTO/Paid Sick Leave

Hybrid

Health Insurance

**Start date:** Immediate

**Employment type:** Salary + Commission

**Compensation:** DUE (Dependent upon experience)

**Skills (LinkedIn Add-In):**

Business Development

Interpersonal Skills

Presentations

Technical Presentations

Customer Requirements

Deadline Oriented

Negotiation

Proposal Leadership

Roofing

Value Proposition

Not every company has what it takes to go from garage to greatness, rapidly growing to meet increasing demand for innovative building materials that deliver on the promise of environmental and bottom-line stewardship – but then again, no other company is NanoTech Materials, Inc. Built in Houston’s backyard, prepared to take on the world.

NanoTech started in a garage in Houston, Texas in 2020, blending its first products in old homebrew beer tanks and packaging them in Home Depot buckets. The company grew rapidly and joined the [Halliburton Labs Clean Energy Accelerator](https://halliburtonlabs.com/) and the [Rice Alliance Clean Energy Accelerator](https://ricecleanenergy.org/). Supported by three venture capital firms, three corporate strategics, and seven family offices. NanoTech achieved ISO 9001 certification, ICC certified, and has completed it’s Miami Dade Certification. Today, NanoTech can produce over 55 million square feet of material annually and continues to expand. Today, NanoTech has three product lines all aimed at revolutionizing thermal efficiency. Our flagship product, NanoTech Materials Cool Roof Coat, showcases our breakthrough technology in the roofing space.

*NanoTech Materials, Inc is proud to be an equal opportunity employer. NanoTech Materials, Inc prohibits discrimination and harassment of any type on the basis of race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions or hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.*