



Job title: Regional Director, EMEA (Europe, Middle East, Africa)

Open date: October 2, 2020

Close date: October 16, 2020

Department: Campbell Scientific, Inc., Logan, UT

Division: Sales and Marketing

Classification: Exempt-salary

Status: Full-time

Location: TBD

EEO job group: 1

Reporting to: Vice President, Sales and Marketing

Positions supervised: Sales Team Supervisors, Regional Office Managing Directors, Operations Managers

Job Summary

Aligns to global strategic objectives direction to develop and execute sales and marketing strategies, activities, and policies to grow revenue in the Europe, Middle East, and Africa region. (EMEA).

Motivates, influences, and energizes a high performing regional team.

Contributes as a leader in the global Campbell Scientific organization by championing local client needs and by being recognized as a trusted advisor, influencer, and ambassador for Campbell Scientific.

Directs all regional operations that enable Campbell Scientific systems, projects, services, and solutions to be profitably delivered, and to meet and exceed local client expectations. Ensures that local customer support is delivered to the highest standards of technical rigor and that Campbell Scientific is considered the foremost trusted advisor for the delivery of measurement information and actionable insights.

Responsibilities

- Create and maintain a strong culture in accordance with Campbell Scientific's core ARCTIC values (Accountability, Respect, Client-Centric, Teamwork, Innovation, Continuous Improvement).
- Direct efforts to identify and win environmental, renewable energy, and infrastructure sales opportunities in the region.
- Collaborate with market group leadership to create and own the revenue budget for the region
- Oversee the deployment and allocation of sales resources in support of the Campbell Scientific strategy
- Design, implement, and direct the regional organization in close collaboration with the Campbell Scientific Executive Team and Market Group leaders.
 - office locations
 - regional partner relationships
 - regional distribution strategies
 - all regional operations
- Manage the regional expense budget.

- Own the sales plans for the region.
 - Create the sales plan in collaboration with market group leadership, regional office leadership, sales managers, and partners.
 - Deliver the sales plan to the executive team
- Proactively engage in building market intelligence throughout the sales groups so that client needs are understood, trends identified, and the company is consistently winning a majority share of markets in which we actively compete.
- Oversee ongoing regional training efforts to maintain technical rigor and sales expertise – all with an aim to create a superior client experience.
- Build and foster relationships that create trust, open dialogue, and full transparency.
- Motivate the regional sales team to take action and engage them with a compelling mission and vision.
- Drive outcomes with the ability to overcome adversity and resistance.

Deliverables

- Regional sales revenue
- Regional sales revenue growth
- Regional profit
- Regional market share growth
- Every sales team member in the region has clear KPI's and accountability

Required technical and functional Skills

- Ability to travel up to 25% of the year
- Excellent knowledge of Campbell Scientific product line
- Demonstrated practitioner experience in the environmental, renewable energy, or infrastructure industries
- Demonstrated ability to build long-term relationships and network effectively within the industry
- Exceptional ability to work within a global team to build trust and work collaboratively
- Demonstrated ability to lead teams to close sales and meet revenue targets
- Demonstrated ability to supervise and lead people

Required education and relevant experience

- Bachelor's Degree in engineering or scientific field
- Master's Degree in Business Administration or equivalent business management experience in the environmental monitoring industry
- 10+ years of experience leading and managing teams and organizations in the field of environmental instrumentation and data solutions

Work environment: Office work environment and travel environment (travelling to meet with clients, potential clients and to conferences)

Physical requirements: Must be able to sit for extended periods of time. Must be able to travel internationally on a regular basis.

Compensation: Compensation is commensurate with educations and experience. Excellent benefits provided.

The above statements describe the general nature and level of work being performed in this job function. This is not intended to be an exhaustive list of all duties, and indeed additional responsibilities may be assigned by Campbell Scientific. Campbell Scientific, Inc. is an AFFIRMATIVE ACTION/Equal Opportunity Employer.