



Profile Products Is Seeking To Add A Motivated Regional Business Manager To Its Environmental Solutions Team

Location: Minnesota, Wisconsin, Iowa, Nebraska, North Dakota, South Dakota

Position Summary

The Regional Business Manager acts as the sales & development contact for a multi-state region/territory, driving sales of Profile's products through distributor support, contractor relationships, project development, influencer specification and market intelligence.

Education & Experience

- Bachelor's degree in Business, Business Administration, Agriculture, Environmental Science, or related field.
- Minimum 5 years of sales experience.

Essential Qualifications

- Demonstrated ability to manage projects and deliver on time and within budget.
- Ability and comfort level to sell to accounts with varying degrees of complexity that are mid-sized and larger.

Key Duties & Responsibilities

- Support and develop distribution for relevant Profile products.
- Act as primary point of contact for distribution companies in territory.
- Create acceptance and awareness of new products into the appropriate markets.
- Provide timely and concise market intelligence.
- Drive specifications of Profile products with architects, specifiers, and influencers.

Worksite & Travel

- Travel within territory and to relevant industry events.
- Work from home environment.

Contact Heather Morgan at hmorgan@profileproducts.com or visit profileevs.com/about-profile/careers-at-profile-products to learn more



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