



## INTERNAL/EXTERNAL JOB POSTING

**JOB TITLE:** Sales Rep CM Monitoring

**WORK HOURS:** 40 / week

**FACILITY:** Lakewood, CO  
(West Coast Territory)

**JOB CLASSIFICATION:** Salaried

**DEPARTMENT:** CM SALES

**POSTING EXPIRES:** Until filled

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### SUMMARY OF JOB DESCRIPTION

This Position is an individual contributor, reporting directly to the Sr. Manager of Monitoring Solution Sales. This position is responsible for driving profitable sales growth within an assigned territory, and strengthening the value our customers realize, from their partnership with Mesa Laboratories. This individual use strong fundamental sales process, and CRM to maximize effective, and productive management of leads, opportunities, account, and territory management. This position requires the ability to manage complex, customized solution sales, and ongoing support of existing customers as their requirements evolve. This position requires effective collaboration with technical and support team members, and the ability to build relationships between customer and Mesa stakeholders. In addition, all team members will pursue continuous improvement in process expertise, selling skills, and application knowledge.

### ESSENTIAL DUTIES AND RESPONSIBILITIES

Core duties and responsibilities include the following. Other duties may be assigned.

- Drive accelerated growth and achievement of bookings and revenue targets through rigorous daily management of fundamental sales process, and effective prioritization and planning.
- Manage Leads, Accounts, Opportunities, and accountability to KPI's and through rigorous CRM discipline.
- Drives self-disciplined focus on the behaviors and leading indicator results that ensure consistent target achievement.
- Provides insight and data to identify market drivers and growth opportunities.
- Develops annual bookings forecast and stretch targets for specified product lines/segments in region of responsibility. Accountable for delivering commitments and seeking help when needed.



- Follow / improve process for understanding customer needs, developing custom solutions, monetizing and articulating solution value, and ensuring ongoing customer success and value delivery.
- Deepen understanding of customer environments and ensure Mesa teams are exceeding expectations on an ongoing basis.
- Effectively coordinate team selling and collaboration on developing, advancing, and winning sales opportunities.

### **KEY DELIVERABLES**

- Bookings Growth Meets or Exceeds Annual and Quarterly Targets
- Profitability Meets or Exceeds Annual Targets
- Ongoing share growth with current and news customers

### **QUALIFICATIONS**

To perform this job successfully, an individual must be able to satisfactorily perform each essential duty listed above. The optional categories listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Proven track record of exceeding targets and 10+ years' experience in complex B2B sales environments.
- Experienced in CRM use to self-manage personal productivity improvements and ensure team collaboration.
- Ability to develop and grow long-term, multi-stakeholder relationships with new and existing customers.
- Demonstrated ability to drive success through cross functional and business partner collaboration.
- Effective communication skills, excellence in driving teamwork, humility, and ambition.



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## **EDUCATION**

Bachelor's degree and experience in related discipline strongly preferred.

## **PHYSICAL DEMANDS**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit; use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is occasionally required to stand and walk. Some air travel may be required periodically, based on business requirements.

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

Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

## **WORK ENVIRONMENT**

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually moderate.

## **LOCATION**

The position is a work from home position in Western USA, with an estimated 50% to 60% travel required.

**Applicants interested in applying for this position can submit resumes to  
([recruiting@mesalabs.com](mailto:recruiting@mesalabs.com)).**