



Job Description

Copperhead Industries provides end-to-end solutions for precise location of underground utilities. Innovation, high quality and superior service make Copperhead the supplier of choice among utilities, municipalities and engineers specifying tracer wire systems in the natural gas/oil, water/sewer, and telecommunications markets. Copperhead Industries is an equal opportunity employer offering a comprehensive benefits package including employer-paid medical, dental, and life insurance premiums, matching 401K, profit sharing, and tuition reimbursement.

Job Title: Market Manager, Telecom

Reports To: Vice President of Sales

Job Overview: This position is responsible for business development and sales growth of Copperhead's Complete Utility Locating System™ in North American telecommunications markets. The Market Manager, Telecom will manage a sales rep network to drive adoption of Copperhead products for underground utility construction projects. This is a relationship-building and results-oriented position that works closely with sales rep firms, distributors, major telecommunications providers, industry association partners, contractors, and locators on best practices for underground utility locating, utilizing tracer wire systems to protect underground telecom assets.

Responsibilities and Duties:

- Generate new business and sales opportunities
- Manage end-to-end sales process for your market
- Actively participate in strategic sales and business development planning
- Plan, forecast, and track monthly sales
- Perform competitive analysis and develop risk mitigation strategies if necessary
- Identify and present potential new product opportunities to grow sales and broaden product offering
- Develop and foster professional relationships
- Utilize a rep network to drive adoption of best practices and specifications for installation of tracer wire systems
- Represent Copperhead Industries in a professional manner at all times
- Prepare and deliver customer-focused sales presentations
- Train sales reps, distributor personnel, telecommunication providers, and utility contractors on Copperhead products, proper installation, and advantages of standardizing Copperhead's Complete Utility Locating System™





- Manage tradeshow in your market (plan, attend and work exhibits)
- Follow up on quotes to understand results for continuous improvement
- Maintain good correspondence records

Qualifications:

- This position must have a high level of experience and expertise in the telecommunication industry
- Prior experience with major telecom providers a plus
- Practical working knowledge of telecom networks and national initiatives such as Rural Broadband, Fiber to the Home, and the 5G buildout
- 4-year college degree (BA or BS) or equivalent market experience
- Effective, articulate communication and presentation skills mandatory
- Self-motivated, goal oriented
- Strong leadership and relationship building skills
- Proficient with Microsoft Office (Word, Excel, PowerPoint)
- Ability to travel 40%-50%

To apply, please send cover letter and resume to jobs@copperheadwire.com or mail to Copperhead Industries, ATTN: HR, P.O. Box 1081, Monticello, MN 55362.

