



## 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 health, dental and life insurance, 401K, profit sharing, and tuition reimbursement.*

### **Job Title: Market Manager, Telecom – Eastern US**

**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 tradeshows in your market (plan, attend and work exhibits)
- Follow up on quotes to understand results for continuous improvement
- Maintain good correspondence records
- Perform other duties as assigned



### Requirements:

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

### WHY Copperhead?

- **Competitive base + commission**
- **STRONG Business Outlook**
- **Comprehensive Medical, Dental and Vision Plans**
- **PAID Time off & Holidays**
- **401k matching**
- **Life and Disability Insurance**
- **Employer Assistance Program**

To apply, please send cover letter and resume to [jobs@copperheadwire.com](mailto:jobs@copperheadwire.com)