

Regional Sales Manager 1

Job summary

The [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) (RSM) position is responsible for promoting and selling the entire brand portfolio of products and services to the Service Provider market within their assigned region. The [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) manages the territory by developing direct client relationships and by supporting all channel partners.

The [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) needs to spearhead new standards, negotiate Master Contracts, and engage in problem resolution as the conduit between the customer and personnel. The [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) is self-motivated, embraces business travel, and presents the brand portfolio with a high level of professionalism.

Responsibilities

- Achieve Annual Operating Plan
- Perform Product Presentations to clients
- Support Local office activity in the territory
- Provide regular reports on customer activity and forecasts to Sales Director
- Stay within budgeted expense plan

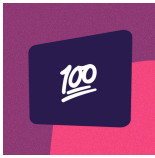
Requirements

- Minimum of 5 years working in the Service Provider market
- Travel Requirements: 75%
- Minimum of Undergraduate degree, preferably in Business/Technical program
- 15+ years of experience

Regional Sales Manager 2

Job summary

We are looking for a [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) to join our team. This role will be responsible for managing business and carrying themselves with enthusiasm and passion for Company's purpose, mission, and values. Reporting to the Director, the position exists to drive sales, build market share, and increase brand awareness while driving sales with long-term relationships with key regional chain accounts, brokers, and distributors within the geographically assigned market.



Responsibilities

Partner with the Director, peers, and broker network to implement the sales strategy across multiple categories

Build strong and credible relationships with your key accounts, operators, brokers, and distributors

Responsible for planning and executing a sales strategy to gain new placements and successfully sell in future innovation in targeted accounts

Effectively manage distributor and operator programs within stated guidelines

Build out territory distribution, and customer forecasts, and also be an engaged participant in the customer planning process

Build presentations and sales tools utilizing existing sales materials

Use a fact-based selling approach leveraging the various data sources available

Deliver and execute sales presentations

Work closely with brokers to execute goals that you create, while effectively managing your own sales pipeline

Attend and manage regional trade shows with counterparts and event manager

Requirements

Minimum of 5+ years in sales or sales management

Clear understanding of go-to-market strategies within the greater foodservice channel

Prior experience calling on multi-unit chains or operators

Comfortability with prospecting, cold calling, and managing sales pipelines

Familiarity with Microsoft Office & Microsoft Teams

Have an open mind and be excited to do things differently when the opportunity presents itself

Problem-solving skills and desire to bring creative solutions to business opportunities

Passion for relationship building across teams as well as cross-functionally

Organizational skills and attention to detail

Motivated, enthusiastic, and positive even during stressful times

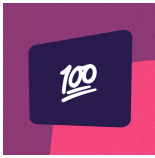
Ability to prioritize and manage time effectively, while thriving in a remote environment

Willing to travel once restrictions are lifted

Regional Sales Manager 3

Job summary

The [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) manages and directs short and long-range sales initiatives targeted toward existing and new markets with the intent of ultimately obtaining established goals by increasing sales to the current and prospective customer base while maintaining



excellent profit margins, building rapport, trust and confidence with our customers (key contacts and decision makers). The [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) will promote, present, demonstrate, market, and sell all of the Company's products and services. Specific task responsibility is to produce top-line sales revenue by the minimum as outlined in the current business plan for the specified region. This is to be accomplished by the sale, training, and support of Company products and subsequent account management. The sales goals will vary from year to year consistent with the Corporate Business Plan.

Responsibilities

Managing the region in a cost-efficient-most effective manner within the current operating budget.

Professionally representing Company via direct, face-to-face customer and vendor contact in a sales capacity.

Cultivate relationships with key customer contacts at multiple levels to ensure continuity in the event of customer-employee turnover.

Focus on driving the specification of core traffic products as well as increasing the sale of peripheral products (not currently purchased) consistent with current sales goal, to existing and prospective customers.

Work collegially with the inside sales team partner, Company field technicians, and Vendor partners to assist with regional sales, training, and customer care efforts.

Provide information about a competitor, market, legislative, compliance, and industry trends to management and colleagues as appropriate.

Provide input to the marketing processes as required.

Participate in industry and trade association events as the company liaison/ambassador.

Conduct daily business in compliance with all company policies and departmental guidelines.

Actively participate in the process to develop annual budgets and sales goals.

Maintain accurate and timely expense reporting.

Perform other tasks as assigned.

Requirements

Sales experience required. Experience in the transportation industry experience is preferred

Proven ability to self-motivate and possession of a tenacious drive for success

Ability to have a high level of social interaction

Ability to speak clearly and communicate effectively

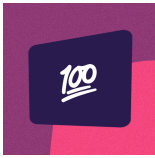
Ability to maintain a valid Driver's License – report all moving violations and accidents to Human Resources Manager

Ability to maintain all company-issued property (product demos, laptop computer, etc)

Ability to responsibly use an issued company credit card – per Employee Handbook

Ability to follow all company and departmental procedures per Employee Handbook

Ability to be punctual, have a good work attitude, and work cooperatively with others in the department and company



Ability to accept and benefit from constructive criticism

Ability and willingness to travel extensively

Regional Sales Manager 4

Job summary

A [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) is responsible for the sale and market share of our products in a specified region or major geographical area and provides ongoing support to a product distribution channel. Regional Sales Managers focus on sales revenue and market share growth goals in their assigned geographic regions in alignment with the strategic objectives of the Company.

Responsibilities

Identify, set strategy, and implement plans that deliver revenue growth, market share growth, and strong customer service for the assigned region/territory. Plans and activities performed include but are not limited to initiating and maintaining regular contact with existing and prospective customers reporting/forecasting sales milestones, collaborating with appropriate stakeholders to identify, acquire, and close sales opportunities, and preparing and delivering presentations and demonstrations concerning the product.

Develop, maintain, and grow relationships with the client's key decision-makers in all jurisdictions of the assigned region. This includes but is not limited to understanding client needs for election products and services, being an expert in the full array of software, hardware, and service products offered by the Company, and demonstrating strong interpersonal attributes that will influence decision-makers toward our products and services.

Remain current on the legal and regulatory environment as it relates to all jurisdictions of your region and continuously update your current knowledge of Company products and services.

Contribute toward preparing short-term and long-term sales plans, budgeting, and financial performance for the assigned territory.

Requirements

Must have a bachelor's degree preferred in business administration or computer technology field

Experience in sales management of technology-based solutions

Experience with sales to state and local governments

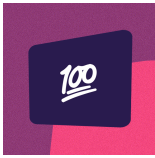
Ability to gain expert knowledge of products and services

Strategic ability to transform current state conditions into the growth-oriented future state

Ability to aggressively exploit sales opportunities

Strong interpersonal skills including outstanding verbal, written, and presentation skills

Proficiency in MS Office Suite



Regional Sales Manager 5

Job summary

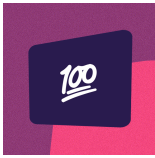
We have an excellent opportunity for a [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) supporting the sales territory. He/she will be accountable for the overall business direction and development of the assigned territory.

Responsibilities

- Follow established procedures and guidelines to promote and sell the products within an assigned territory.
- Manage territory by assisting dealers to achieve goals, review the status of orders and shipments to dealers, management of current inventories, and review credit holds and dealer credit lines.
- Work to build relationships with all dealers by visiting new and existing customers frequently.
- Accurately forecast product needs for each account based on data collected from Dealers, market trends, and quantifiable from past years' sales.
- Maintain tracking information for all sales programs specific to the territory and communicate market conditions to sales management through required reporting processes.
- Assist with the retail sales process, including dealer events and consumer trade shows, directly interacting with the retail consumer.
- Assist with troubleshooting customer relations issues and providing product support/feedback to the factory.
- Contribute to new product development process, including identifying market trends and providing input on specific boat models.
- Achieve corporate and territory goals and objectives while working within set budget parameters; approval is required on all expenses.
- Conduct Sales and Marketing training for dealers, including owner(s), sales personnel and other staff as necessary.

Requirements

- BA/BS degree or equivalent certification is required.
- A minimum of 3 to 5 years of previous sales experience is required. Experience managing a sales territory or sales team is a plus.
- Must be able to accommodate extensive travel to various accounts, industry events, and dealer functions.
- Must reside in the territory.
- Proficient in MS Office applications (i.e., Excel, Word, and Outlook) and sales software.



Regional Sales Manager 6

Job summary

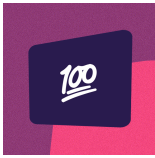
We are searching for an experienced [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) at our location. In conjunction with the Internal Sales Team and Technical Sales Team, drives the overall Company business strategy. Develops and executes sales business plans and strategies to maximize revenue growth, increase market share, and position the company as a strategic supplier to key customers within defined regions.

Responsibilities

Manages direct customer activities within the defined region, working in conjunction with the Internal Sales Representative and [Technical Manager](https://100hires.com/technical-manager-job-description.html) to increase sales of Company products and services to customers by agreed strategies and business plans. Identifies major opportunities, gathers information, and develops strategies utilizing all available resources to grow the account base within the region. Manages the full sales cycle including lead generation, qualifying business opportunities, creating and delivering sales presentations, creating sales proposals, negotiating sales, and closing the deal. Manages accurate and timely forecasting of new business opportunities and revenue for the region and ensures Customer Relationship Management (CRM) is utilized and maintained daily. Provides effective communication and service to customer base and effectively navigates internally to influence decisions and priorities on active business opportunities. Performs additional duties, as assigned.

Requirements

Bachelor's degree.
Minimum 10 years of proven sales and management experience.
Prior experience managing a large territory and working from a virtual office
Strong technical sales experience and a proven track record of successfully selling high-tech product solutions.
Strong working knowledge of the semiconductor industry preferred.
Proven background in developing relationships with key decision-makers and influencers including experience in closing complex product deals.
Ability to travel.
Excellent communication, negotiating, and closing skills with customers and prospects.
Flexibility and ability to effectively multi-task.



Strong problem-solving skills and ability to work with little or no supervision.

Positive attitude with an ability to absorb and learn quickly.

Regional Sales Manager 7

Job summary

The [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) is responsible for the sale of products and services to customers for Direct & Distribution.

Responsibilities

Builds long-term close customer relationships, sets sales prices (in line with the pricing strategy), makes the yearly budget and monthly forecasts, provides clear reports, and organizes internal meetings to make sure the needs of the customers are translated clearly and efficiently to the internal organization.

Spends approximately 60% of the time in the area visiting customers and building good relationships with other industry partners and will actively search for new leads through a strong network.

Understands follows, and enforces all established safety, health, and quality GMP and Company policies, procedures, and recognized practices.

Develops and delivers sales budget for assigned territory

Maintains Key Account Management Plans for strategic customers and drive customer/supplier relationships through a cross-functional approach

Maintains Addressable Wallets for strategic customers as a way of understanding growth potential and time management

Provides tactical, day-to-day management of all levels of customer engagement, including engineering, design, supply chain, logistics, and customer service

Plans and executes strategic growth strategies for existing and NEW accounts

Accurately manages all commercial information including customer forecasts and new business potential

Shares calendar with commercial and leadership teams

Transparent and open about travel and customer meetings

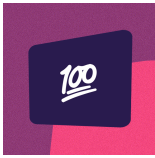
Proactively addresses unprofitable business and propose solutions

Requirements

Bachelor's Degree and/or related experience; or equivalent combination of education and experience required

A minimum of 5 years in strategic value selling is preferred

High energy and able to meet short deadlines



Ability to maintain regular, predictable, and punctual attendance

Effective interpersonal relationship and communication skills

Good negotiator (value-based selling)

Hunter mentality

Effective in opportunity recognition

Excellent (financial) analytical thinking

Team player that puts team results and team progress before her/his interest

Assertive and showing a high level of perseverance

Self-motivated and capable of motivating others

Empowered and takes ownership

Regional Sales Manager 8

Job summary

Overall responsibility of the [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) is to achieve profitable growth through sales increases, management of independent reps, and the strengthening of relationships with key accounts while maintaining the profit and sales goals of the Company Sales Division.

Responsibilities

Responsible for meeting and exceeding budgeted sales revenue forecasts

Responsible for Management of Independent Reps in the territory-ensure sales team is prepared for all presentations and achieves annual/quarterly/monthly sales goals

Conduct market research and communicate new opportunities to the VP of Sales

Develop and maintain strong relationships with key National Accounts and existing accounts in the territory

Travel with VP Sales to attend Regional and National Trade Shows

Interacts with other departments to problem-solve sales issues

Assist [Vice President of Sales](https://100hires.com/vice-president-of-sales-job-description.html) in running all National Sales Meetings and National Account presentations

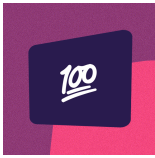
Requirements

Knowledge of Promotional Product industry sales process

Familiarity with the key accounts within the Region

Must possess excellent communication, written, and interpersonal skills

Interpersonal skills to work effectively with customers, and staff at all levels in the company



Working knowledge of MS Word, Excel, and Outlook.

Comfortable in a fast-paced environment

Strong presentation skills

Detail oriented with excellent organizational skills

Bachelor's Degree in Business or related field

5+ years of proven experience

Regional Sales Manager 9

Job summary

The [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) plans, directs, and coordinates regional sales activities of the organization's products and/or services within a defined region. This position works closely with other senior staff members on corporate matters including planning, policies, and procedures.

Responsibilities

Develops and executes sales plans within defined regions and programs, both short and long-range, to ensure profitable growth, market share position, and expansion of company products and/or services.

Prepares and reviews market analyses and sales reports to determine customer needs, volume potential, and pricing schedules and develops sales campaigns to achieve company sales goals.

Coordinates sales distribution by establishing sales territories, quotas, and goals working with all channels of distribution.

Develops and recommends pricing strategy consistent with market conditions and profit targets.

Directs field sales staff in a defined region. Consolidate field activity and provide regular feedback and forecasts.

Analyzes and controls sales expenditures consistent with the annual business plan.

Attends corporate staff meetings and annual corporate planning meetings. Primarily responsible for reporting to senior staff members on sales activities.

Requirements

Ability to interpret common scientific and technical journals, financial reports, and legal documents.

Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community.

Ability to effectively present information to top management, public groups, and/or boards of directors.

Ability to work with mathematical concepts such as probability and statistical inference. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.



Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret a variety of technical instructions in mathematical or diagram form and deal with abstract and concrete variables.

Bachelor's degree (B.S.) from a four-year college or university; or eight to ten years related experience and/or training; or equivalent combination of education and experience.

Regional Sales Manager 10

Job summary

Reporting to the Vice President of Regional Sales, the [Regional Sales Manager](https://100hires.com/regional-sales-manager-job-description.html) will develop and execute market strategies for assigned territories, accounts, and targets. This person will manage, train, and educate sales personnel and Company reps in the territory and assigned Company Groups.

This person will perform and perfect sales, service, and administrative tasks and procedures. As an individual contributor, this person will lead and participate in multi-functional team efforts while understanding and effectively communicating all portions of the business. This person will also participate in and contribute to the success of business events, conferences, trade shows, seminars, and special events. We prefer candidates to be located in a major city within the assigned territory.

Responsibilities

Develop and nurture relationships with distributor channel partners and key decision makers and current and prospective end-user customers

Manage all phases of the sales process from company/product introduction through final presentation and customer agreement to purchase

Expand sales within existing accounts and keep track of account activities to respond to new developments and changes

Present the company's Tenacious Value Proposition to prospects, groups, conferences, or business events

Create new business opportunities and develop and execute complex selling strategies to win business

Drive overall improvement of business through cross-selling of current product mix to National Accounts, Regional sellers, and key-end users

Develop and execute an individual sales strategy to include targeted end-users

Demonstrate strong territory management skills with the ability to network and generate leads, develop sales plans, and manage results effectively

Execute sales plans and strategies that reach potential customers within the territory and identify new clients with oversight of the RFP deliverable

Manage the distribution and independent manufacturers' reps

Participate in and perform analysis of opportunities, potential client needs, and personal performance to objectives

Demonstrate strong selling skills



Prospect and qualify leads, identify customer needs, translate risk assessment to benefits, deliver effective demos, negotiate and close sales

Effectively and successfully execute the regional sales plan and meet or exceed the regional sales goal established by the VP of Regional sales including an appropriate product mix and profit margin

Discover and relay competitive intelligence by being fluent on all competitors in the region and ensuring that the team can articulate the company's strengths in comparison to competitors' weakness

Records and reports significant activity, sales pipeline, and status of deals, projects, and opportunities in CRM

Requirements

Bachelor's Degree in Business, Marketing, or another related field

5+ year's Field Selling

5+ year's Sales Region Management

Proficiency using Office Systems (Excel, Word, PowerPoint, etc.)

QSSP Certification