

REGIONAL SALES MANAGER

A leading building products manufacturer is looking for a Regional Sales Manager for the Southeastern United States. Must be an honest, hard working, self-motivated person who works well independently but can interact in a group. This person must be able to manage a group of distributors, analyze market trends, identify opportunities to strengthen market presence, build strong customer relationships and develop new business. This position requires experience in value added selling with an understanding of the commercial construction process. This person must have a commitment to goals, travel well, be able to develop distributor's product knowledge and ability to sell and make presentations in front of small groups of customers and design professionals. Must have a home work environment that is business like, possess PC computer skills and is willing to be part of a team. A winning attitude is a prerequisite with a willingness to learn. This job requires a high energy level and the ability to keep customer comments in perspective.

JOB DUTIES:

To manage 50 to 60 customers in a geographic area

- Meet Sales Goal set by VP of Sales
- Analyze Sales of a territory and create a plan
- Focus Time to maximize return in sales
- Train Customers on all aspects of our business
- Consult Customers on their Market Place
- Be a Product Expert for Customers
- Visit Customers on a regular basis
- Refer Customer Complaints to proper department
- Assist in Pricing of Jobs based on competitor's pricing and our margins
- Help customers close jobs
- Market products in a region
- Assist Customers in training of their sales and installation staff
- Assist Customers in creating an annual sales plan
- Handle Customer Objections
- Engage in Professional Growth

To prospect and add 5 or more New Customers per year

- Use Standard Methodology for finding New Customers
- Present Company to prospective customers
- Work with prospective customers to become New Customers

To create an annual Sales Plan

- Use standard format to create annual sales plan based on input from customers
- Use standard format to create annual budgets

PREREQUISITES:

- Must have a BA or BS degree from accredited college or university
- Must have 10 - 15 years sales experience preferably in the building products industry
- Must be able to travel 35-40 Days per Quarter
- Must have well established computer skills and be proficient in MS Outlook, Word, Excel, and PowerPoint.
- Must be self motivated and self directed

- **Must live in North Carolina, South Carolina, Georgia, Florida, Alabama or Tennessee.**

COMPENSATION:

- **Salary plus commission and bonus plan**
- **Major Medical and Dental**
- **401 K Plan**

RESUME:

- **Please email resume and compensation history to info@cooksondoor.com**