

Goldstar Northeast Regional Sales Manager

Job Responsibilities:

- Regional Sales Manager will be responsible for the overall sales development of the Southeast territory, comprising the states of [NY](#), [NJ](#), [PA](#), [D](#), [CT](#), [MA](#), [RI](#), [NH](#), [VT](#), [ME](#).
- You will be measured by reaching growth milestones as per Goldstar's budgeted goals for the territory monthly, quarterly and annually.
- Certain daily functions will also be measured such as outbound calls, inbound calls, daily meetings and quotes.
- The Regional Manager will conduct in office presentation meetings with all of our top producing mid and high tiered distributors on a weekly basis.
- This position will all so be responsible for the development and growth of dormant customers and prospects in the territory.
- Heavy travel is to be expected for this position averaging at a minimum of two – three weeks in the field a month.
- Heavy call volume is expected for this position for reaching out to dormant customers and new prospects to arrange office meetings.
- You will be supported by an outstanding inside sales team dedicated to the same goals of growing the territory with you.
- The position reports to the Vice President of Sales.
- You will be expected to travel with the VP of Sales at least three times a year within your territory.
- You will be expected to maintain a home office in your territory that will be supported by Goldstar.
- A weekly conference call will be scheduled by the VP of Sales with all Regional Managers and all efforts will be reviewed and focus on opportunities, large scale quotes, missed opportunities, competition and marketing.
- An annual sales meeting will typically take place at Goldstar's corporate headquarters in San Diego, CA.
- The ideal candidate will embrace Goldstar's culture and must have tons of fun doing what we love to do, every single day.

Qualifications:

- 3+ years of outside sales experience
- Excellent verbal and written communication skills when interacting with customers through cold calls, emails and sales presentations.
- Able to work well with a team and driven to work independently with minimal supervision to meet required sales goals.
- Prior experience in promotional product sales preferred.