



Director of Sales - Central

Position:	Director of Sales – Central	Date:	January 11, 2019
Department:	Sales	Report to:	VP, Sales
Location:	Remote – Work from Home		

STORMTECH is a Vancouver based company making a wide variety of performance apparel, bags and accessories for companies in over 30 countries. We believe by embracing our values and meticulously designing and supplying quality outdoor apparel and accessories throughout the globe, we can have “every experience elevated by exceptional apparel”.

WHAT YOU DO

As the Director of Sales for the Central Region of the United States, you are passionate about building and nurturing client relationships, mentoring sales agents, and delivering on sales initiatives. The primary responsibilities in this role are to conceptualize and implement sales tactics and strategies to achieve targeted sales growth plans.

Note, this is a remote work from home opportunity. Home residence must be located in the Central USA region.

SPECIFIC ACCOUNTABILITIES

- Establish productive and professional relationships with Key Accounts
- Responsible for the execution of Key Account Sales initiatives
- Negotiate contracts and rebates for all key accounts & buying groups in the territory
- Execute on effective product/marketing placement with key accounts
- Provide quotes on large orders and programs
- Act as an “issue escalation” contact for assigned agents and Key Accounts
- Work alongside Senior Leadership team at strategy sessions
- Assist in merchandising at national and regional tradeshows
- Provide timely and effective solutions aligned with clients’ needs
- Prepare for and present at Company Sales Meetings
- Stay current with new product launches and ensure sales agents are receiving adequate product and policy training
- Stay current on market knowledge of competitors, and inform Senior Management of any changes to competitor’s sales initiatives or marketing strategies
- Responsible for maintaining and recruiting Sales Agents to represent the STORMTECH Brand in the region
- Mentor, motivate and travel with assigned sales agents; ensure company policies are met and that Stormtech is positioned correctly in the market
- Ensure assigned Sales Reps are developing business/travel plans for their territory each year
- Territory travel to include key account meetings and tradeshows
- Conduct Quarterly reviews with assigned reps
- Provide input on establishing sales targets and budgets



YOUR QUALIFICATIONS

- Undergraduate Degree
- Minimum 7 years' proven prior working experience in the promotional products industry
- Strong relationship building, negotiating and listening skills
- Ability to think strategically
- Strong verbal and written communication skills
- Skilled with Excel, Outlook and Power Point
- Able to travel frequently
- Must possess valid driver's license
- Able to lift up to 30 lbs