

Job title	<i>Southeast Outside Sales Manager</i>
Reports to	<i>Outside Sales Manager</i>
Employer	<i>AAkron Rule Corporation</i>
Headquarters	<i>Akron, NY</i>
Location	<i>Southeast Territory, covering 8 states and PR territory</i>

The Southeast Sales Manager will be responsible for generating and fulfilling sales with existing clients and developing new opportunities with external customers. The Outside Sales Representatives will also assist in team development and growth strategies for the unit as well as be focused on maintaining and building relationships. Work out of home office and must reside within the Southeast territory (includes VA, NC, SC, GA, FL, TN, AL, MS and PR).

Duties and responsibilities

- Scheduling appointments to review product needs of current external customers and determine other opportunities
- Generating and developing new business accounts to be able to increase sales, through cold calling or other means
- Serve as a strategic partner to customers in the selection of products which supports marketing plans and not simply be an order taker
- Become knowledgeable on supplier product offerings and keep up to date on new products
- Collaborate with clients on current and future projects
- Provide presentations, ideas, marketing material, product sampling and follow up as needed
- Maintain accurate records, including expense reports and quotes.
- Create proposals to potential clients
- Maintain professionalism, diplomacy, understanding, and courtesy to represent the organization with a great reputation
- Partner with inside sales representative to ensure efficient unit operations.
- Willing to travel 50%-60%

Qualifications

- High School Diploma
- Bachelor's Degree
- Minimum 3 years outside sales experience, preferably in the Promotional Products industry.
- Strong written and verbal communication skills. Must be a good listener
- Proficient in Microsoft Word, Power Point, and Excel
- Competent in financial management and budgeting
- **Strong self-management skills** are required. Must be highly motivated, dynamic personality. Able to create own plans of action, prioritize work activities, and manage own activity independently to deliver results on schedule and with limited supervision or direction
- **Strong relationship building skills** are required. Able to build and maintain lasting relationship with customers and suppliers
- **Customer service oriented.** Must commit to providing excellent customer service to achieve high level of satisfaction
- **Creative & Strategic.** Able to assist in developing new product offerings and marketing ideas