



Job Description

Job Title: Regional Sales Manager, MidAtlantic- NJ, PA, DE, MD, WV, VA

Work Location: Tekweld/Remote. Must live within Territory

Reports to: Senior Vice President of Sales

Job Summary:

At Tekweld, we strive to create a dynamic work environment by hiring passionate, committed and driven individuals who can deliver a high-class customer experience. We're looking for a reliable, motivated and energetic team member with a strong work ethic to join our Sales team! The MidAtlantic Regional Sales Manager will create and maintain relationships with key contacts with the goals of developing markets and generating revenue.

Job Responsibilities:

- Develops and maintains relationships with potential and existing clients in the distribution and advertising fields
- Identifies and locates new sales opportunities through a variety of methods including networking and strategic marketing calls
- Applies company strategies to develop relationships and grow sales in assigned region
- Communicates with accounts and leads to identify and understand their product needs; identifies and suggests products to meet those needs
- Demonstrates the functions and utility of products to customers based on their needs
- Ensures customer satisfaction through ongoing communication and relationship management; resolves any issues that may arise post-sale
- Maintains communication with existing and previous customers, alerting them of new products, services, and enhancements that may be of interest
- Use Copper CRM tool to maintain detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship problems.
- Answers inquiries from clients concerning products, their uses, and the industry
- Provides information, quotes, credit terms, and other bid specifications to clients
- Negotiates prices, terms of sales, and agreements; prepares and submits purchase orders
- Collaborates with purchasing, production and customer service departments to confirm that orders are processed accurately and efficiently
- Prepares monthly reports to review business and status of accounts with manager
- Reach monthly and annual sales goals
- Attend regional expositions & road shows
- Set weekly appointments with current and potential accounts to present sales opportunities
- Additional related projects and duties may be assigned

Required Skills/Abilities:

- ASI (Advertising Specialty Institute) experience
- Ability to thrive in a performance driven culture
- Excellent organizational and time management skills with strong attention to detail
- Strong verbal and written communication skills
- Excellent sales and negotiation skills
- Thorough understanding of products to be sold and the promotional industry
- Proven ability to build and maintain relationships with clients
- Working knowledge of Google Suite and CRM Tools (Copper)
- Must be willing to travel (approximately 70% of time)

Education and Experience:

- High school diploma or equivalent
- 3-5 years of sales experience including managing a region

Physical Requirements:

- Prolonged periods of sitting at a desk and working on a computer
- Must be able to lift up to 15 pounds at times
- Frequent travel, via both plane and car, to meet with clients and attend events

Tekweld is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.