

REGIONAL SALES MANAGER... Job Description

THE COMPANY

EmpireEMCO is a solutions leader in the rigid packaging industry within the US and internationally. Through our brand we are committed to helping our clients create and grow their customer relationships by providing a customizable mix of solutions that include cans, caps, closures, CRC Caps, fingertip sprayers, flex packaging, glass, plastic bottles, plastic jars, pumps, trigger sprayers, tubes and much more. Our passion is delivering the highest quality solutions for the best value to help businesses of all sizes meet their goals.

SUMMARY

Our Regional Sales Manager position is a key component of Empire's strategy for building its sales pipeline. The Regional Sales Manager is responsible for growing your existing customer base as well as prospecting and qualifying leads that are ideally suited for our business model.

Major Responsibilities

Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets.

- Develop and execute a territory lead generation plan to meet/exceed quarterly and annual quotas
- Understand Empire's product and service offerings, functionality, positioning, and competitive advantage
- Learn and adopt our customer centric selling model to determine prospective customer needs help them visualize how Empire EMCO can help them achieve their goals
- Adjusts content of sales presentations by studying the type of sales outlet.
- Focuses sales efforts by studying existing and potential volume of customers/prospects.
- Keeps management informed of activity and weekly work plans through your Outlook calendar. Report results of monthly and annual territory analyses through our CRM.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.



Travel

- Travel - Some travel will be required to meet with clients and attend trade shows.
- You must be comfortable traveling by automobile and air.
- Standard Expected Travel is 3-4 days every other week in your territory.
- Overnight travel is required and expected when working out of state

Qualifications

- Bright, energetic professional with outstanding communication and interpersonal skills
 - Highly motivated self-starter who can work autonomously and as part of a team
 - Ability to manage multiple tasks with shifting priorities and timeframes
 - High level of initiative, creative thinking, decision making and problem resolution skills
 - Inherent ability to influence and gain cooperation of others
 - Naturally inclined toward solution selling techniques
 - Proven record of successful performance, exceeding monthly quota objectives through outbound sales activities
 - Sales Hunter mentality with solid prospecting skills
 - Presentation Skills
 - Proficient in Microsoft Office products (word, excel, PowerPoint and SharePoint)
 - Adobe Acrobat Pro DC a plus, but not required
 - Epicor knowledge a plus, but not required
- This is NOT an 8 am- 5 pm position, on occasion, some evenings and weekends will be required. We strive for a positive work life balance.

Sales Skills

- This is a telephone sales position combined with outside sales presentations.
- You will spend the majority of your time prospecting over the phone and from your home office.
- Once a solid appointment is locked in, you will then meet with the business face-to-face.
- Developing the skills for this position take time, we are dedicated to help you succeed. Studying and on-going training will shorten learning curve and get results.

Requirements

- Goal to become successful performing territory development activities by achieving aggressive, established targets and quotas
- Minimum 4 years outside sales experience
- Minimum 2 years of higher education
- Proficient in Microsoft Office products (word, excel, PowerPoint and SharePoint)
- Adobe Acrobat Pro DC a plus, but not required
- Epicor knowledge a plus, but not required

Compensation Includes:

Very Competitive Base plus uncapped commissions
Up to 6 months of training pay

Life Insurance

401K

Medical Insurance

Vacation

10 Company Paid Holidays

Cellphone Stipend

Short- & Long-Term Disability

Car Allowance

Dental Insurance

Personal Time

Health Club Membership

Internet Stipend

Location and type:

Full-time employment in US