

Regional Sales Manager – Cutting Tool Group

Star SU, LLC

United States – Southeast Region

Job Description

Job Responsibilities

- Achieves regional sales operational objectives by contributing regional sales information; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends.
- Meets regional sales financial objectives
- Establishes sales objectives by creating a sales plan and quota for region in support of corporate objectives.
- Maintains and expands customer base by building and maintaining rapport with key customers; identifying new customer opportunities.
- Recommends product lines by identifying new product opportunities, and/or product, packaging, and service changes; surveying consumer needs and trends; tracking competitors.
- Implements trade promotions by publishing, tracking, and evaluating trade spending.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.
- Accomplishes sales and organization mission by completing related results as needed.

Requirements

- Must have High School Diploma or GED
- Associates degree or some college preferred
- Minimum of 5 years experiences
- Intermediate Metalworking background
- Shop Experience or Engineering background
- Willing to relocate if necessary after a few years in the small account sales-technical responsibility

Competitive Wages and Excellent Benefits, including:

- Car Allowance plus travel expenses
- Vacation Pay and Holiday Pay
- Medical, Dental, Vision, Life Insurance and 401K
- Cellphone, laptop and apparel

Salary:

- Base salary
- Commission
- Job Type: Full-time