REGIONAL SALES MANAGER, ARCHITECTURAL PRODUCTS

Reports to: National Sales Manager-Architectural Division
Classification: Exempt (Salary)
Revision Date: 11/30/2024

Assigned Territory:

Metro New York Region: The five boroughs and Long Island and North Jersey

Summary:

Fully seasoned sales professional, usually with five or more years of progressively successful experience, performing field promotional work and relationship management to sell and develop new business. This may include work with current major accounts, development of new territories, new industries, or with customers where the full market potential or product acceptance has not been established. Demonstrates products/services and provides product application advice. Works with Inside Sales Representative (ISR) to coordinate company technical engineering services to develop solutions to customers' needs. Works with Inside Sales Representative (ISR) to coordinate price quotations and communicate or negotiate terms and conditions of sales within limits of authority. Investigates product/service warranty claims and ensure the resolution of customer complaints following company policies. Develops data relative to marketing trends, competitive products, and pricing and submits reports to management. As required, prepares and submits reports on sales and marketing efforts. Trains, instructs and orients new personnel and trainees. Incumbent completes travel and expense reports.

Basic Function:

Manage the sales function for architecturally specified products in the assigned region through assertive, proactive, and innovative sales techniques.

General Duties and Responsibilities:

- Evaluate and implement appropriate sales techniques to increase the region's sales volume and profitability
- Design and recommend sales programs and develop short and long-term sales strategies
- Communicate current and future planned sales activities as required

- Manage the sales function for the identified region to achieve established sales and profit goals
- Provide support to the Marketing and Inside Sales Departments as needed
- Responsible for the tactical sales management activities for the region
- Regular attendance and the ability to perform well in a team environment
- Follow all safety rules and policies
- Support the company's continual improvement initiatives
- Other duties as assigned.

Educational and Experience Requirements:
- A high school diploma with a minimum of 5 years of successful sales experience with an architectural background is required. Bachelor's degree in business preferred.
- Previous experience with distribution and independent sales representative functions is preferred
- Working knowledge of MS Word, PowerPoint, Outlook, and Excel
- Superb communication skills, both written and verbal, required
- Strong interpersonal skills required with the ability to effectively interface with peers and management of other functional areas, including sales, manufacturing, engineering, purchasing, finance, human resources, and information technology
- Must be a self-motivator with a history of success in sales roles
- The ability and desire to travel – typically 50-75% of the time

Physical Demands

The physical demands of kneeling, reaching, standing, walking, lifting, talking, hearing, and repetitive motions are representative of those that must be met by an employee to successfully perform the essential functions of the position. Reasonable accommodations may be made to enable individuals with disabilities to perform these essential functions of the position.

Work Environment

This position will work out of a home office environment. Preferable home base locations will be within the assigned region. While traveling to customer sites, the work environment characteristics require exposure to a production environment while being subjected to moderate to high noise levels while performing the essential functions of the

position. Reasonable accommodations may be made to enable individuals with disabilities to perform these essential functions of the position.