



Job Title: Regional Sales Manager
Reports To: Central Texas Area Manager
Location: Austin, Texas

BASIC FUNCTION

The primary responsibility for this position will be implementation and oversight of all sales efforts to increase profits in assigned territory. The role demands a dynamic, aggressive, results-oriented individual with a consultative approach.

RESPONSIBILITIES

- Implement company directives and be able to achieve sales plans
- Maximize revenue for the company
- Provide accurate and timely sales forecasts and revenue growth
- Execute account specific programs designed to achieve profitable sales volume, optimal distribution and competitive retail pricing.
- Develop a territory plan and aggressively prospect, evaluate and identify best opportunities
- Work seamlessly with senior management team to deliver tactical sales results.
- Meet expectations for reporting sales activity in SalesForce.com.
- Stay current with changes in the marketplace and local competitors to develop effective sales plans and meet specific sales goals
- Supervise both inside sales and outside sales representatives in assigned territory

QUALIFICATIONS

This position requires:

- Bachelors Degree or comparable work history is required
- Understanding of industry trends, technologies and pricing models
- Successful sales and business development experience
- Strong written and organizational skills
- Possess the ability to generate and foster relationships with sales team
- Business knowledge, strong negotiation and problem solving skills
- Strong drive & competitive nature
- Intercultural awareness, ability to create and maintain relations
- Ability to work effectively under time constraints and deadlines.

COMPUTER SKILLS

Requirements include proficiency with Microsoft Office Suite applications (Word, Excel & PowerPoint), Internet and e-mail access.