

TITLE: Regional Sales Manager

DEPARTMENT: Sales

REPORTS TO: Director, Sales

BENEFITS: Medical, dental, vision, life insurance, short and long term disability insurance, paid time off package, 401k with company contribution, FSA or HSA options, educational assistance, dependent scholarship program, onsite fitness center, and much more!

General Responsibilities:

The Regional Sales Manager will facilitate the sale of overhead material handling equipment to dealers for resale to end users (mainly manufacturing companies).

Specific Duties:

- Establish long-term relationships with dealers, integrators and end users
- Actively seek opportunities to add value to Gorbel®'s sales channel partners
- Conduct sales calls/meetings with customers by promoting and demonstrating Gorbel®'s products
- Provide technical and sales support to the dealers, become a subject matter expert when it comes to finding the best solutions for the end user applications
- Coordinate and assist dealers to achieve sales performance
- Suggest methods and programs to increase sales
- Monitor and follow up opportunities to close sales and capture market share, become familiar with the territory and follow the changes in the market place
- Manage a multi-state territory in the USA
- Act as a liaison between the field and the home office

Job Qualifications:

- Ability to travel to designated multi-state territory
- Bachelor's Degree in Engineering or Business
- Experience managing a multi-million sales territory
- At least three years of experience selling through distribution
- Experience selling a technical product line preferred
- Ability to work independently

To apply for this position, please complete an [employment application](#) and send to careers@gorbel.com.

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