

TITLE: Regional Sales Representative

DEPARTMENT: Sales

REPORTS TO: Sales Channel Manager

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:

Facilitates the sales activities for multiple distributors in a multi-state geographic territory/region of North America. Executes sales plans, strategies, objectives, and work procedures in accordance with broad corporate marketing objectives. Develops and maintains relationships with distributors and customers in the region.

Specific Duties:

- Establish long term relationships with dealers, integrators, end users and other relevant parties in the sales channel
- Manage existing channel partners and add or remove dealers, as required to grow sale and minimize channel conflict
- Develop a strategic growth plan for a specified geographic territory
- Actively seek opportunities to add value to Gorbels® sales channel partners
- Conduct sales calls/meetings with end users and dealers by promoting and demonstrating Gorbels® products
- Provide technical training 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, the competitors, and follow the changes in the marketplace
- Assist in developing and executing plans to counter competitive pressures
- Manage a multi-state territory in South Eastern USA
- Act as a liaison between the field and the organization
- Proactively seeking to add value by suggesting and implementing business improvements
- Participates in industry trade shows as a company representative

Job Qualifications:

- Ability to balance and advance customer and organizational needs
- Excellent data analytical skills with a proficiency to summarize and communicate findings
- Ability to assess improvement opportunities and develop strategies to implement improvements
- Excellent communication (written & verbal) and interpersonal skills
- Demonstrate personal leadership and coaching skills at all times
- Ability to give and receive feedback in a constructive manner (low ego)
- Must have a high mechanical - technical aptitude and/or experience
- Proficiency in Microsoft Office Suite products
- Personal characteristics are equally important to experience and knowledge. Critical personal characteristics include:
 - High self-awareness and emotional maturity, low ego
 - High level of integrity and trustworthiness
 - High customer and quality focus
 - Continuous improvement mindset
 - Optimism
 - Willingness and comfort with giving and receiving feedback

- Excellent listening skills
 - High action orientation
- Bachelor's Degree in Business, Marketing, Engineering or related field preferred with a minimum of 3-5 years in sales selling through a distribution channel or relevant work experience
- Ability to travel in North America up to 50% of the time.

Work Environment:

ADA Physical/Mental/Workplace Requirements

- Occasional lifting up to 25 lbs.
- Sitting, working at desk/personal computer for extended periods of time
- Primary work environment is professional corporate

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

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