



Regional Sales Manager, Western USA

Position:	Regional Sales Manager, Western USA	Date:	July 24, 2017
Department:	Sales	Report to:	National Sales Manager, USA
Location:	Remote – Work from Home		

STORMTECH is a Vancouver based company making a wide variety of performance, technical apparel, bags and accessories for companies in over 30 countries. Quality and design have remained at the forefront of the company's mission, which is to "Provide Innovative Performance Apparel and Outstanding Customer Service".

WHAT YOU DO

As the Regional Sales Manager for Western USA, you are passionate about hitting sales goals and increasing market share. The primary responsibilities in this role are to lead, strategize and achieve the targeted sales growth plans in the western market, while mentoring assigned sales agents and building and maintaining client relationships.

THE DETAILS

- Establish productive and professional relationships with key accounts
- Provide quotes on large orders and programs
- Identify and implement strategies to increase profitability and the customer experience
- Provide timely and effective solutions aligned with clients' needs
- Stay current on market knowledge of competitors, and inform Senior Management of any changes to competitor's sales initiatives or marketing strategies
- Responsible for maintaining and recruiting Sales Agents to represent the STORMTECH Brand in the region
- Act as an "issue escalation" contact for assigned agents
- Conduct Quarterly reviews with assigned reps
- Travel with Sales Representatives a minimum of once per season to ensure the proper information is being conveyed to our customers during PK's
- Ensure assigned Sales Reps are developing business/travel plans for their territory each year
- Monitor and analyze performance metrics and suggest improvements
- Prepare for and present at Company Sales Meetings
- Work alongside Sr leadership team at strategy sessions
- Attend trade shows and end-user events to represent the STORMTECH brand
- Stay current with new product launches and ensure sales agents are receiving adequate product and policy training.

WHO YOU ARE

- Undergraduate education
- 5 to 7 years' prior working experience in related sales roles

STORMTECH®

P E R F O R M A N C E

- Experience in the promotional products industry
- Strong relationship building, negotiating and listening skills
- Ability to think strategically
- Strong verbal and written communication skills
- Skilled with Excel, Outlook and Power Point

HOW TO APPLY?

Are you interested? Please send your application to apply@stormtech.ca.

Only candidates already eligible to work in the USA will be reviewed. Only qualified candidates will be contacted.