

United States Jobs Expertini®

Regional Sales Manager - Denver

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Company: Adams Limitless Inc

Location: Denver

Category: other-general

The Regional Sales Manager is responsible for building the growth of product lines within their scope of focus and territory. You are responsible for developing, cultivating, qualifying leads and closing new business. You will manage customer and partner relationships and expectations from an outside sales perspective across Denver, Colorado. Your role is critical to the organization and will prove pivotal in the continued growth of our clients' product lines. This position requires a self-directed, forward thinking and energetic person who is results oriented and capable of professional and detailed follow through

Key Responsibilities: The delivery of Personal monthly Sales target. Attend customer sites for surveys for quotation purposes. Produce quotations from customers' enquiries / drawings based on relevant design standards Set up, plan and present product lines to owners, architects, engineers and contractors that could potentially use our products Collaborate with the inside sales team on orders and projects Problem solve shipping, credit and logistic issues that inhibit meeting customer ship date requirements Utilize web-based tools to track construction projects to create new sales Perform research and market analysis to assist in new product creation and higher win percentages against competition Update customer/prospect/lead database with outreach activities and new contacts Develop targeted and focused marketing campaigns on specific niche markets in your given territory Identify indirect sales opportunities, potential markets and partners to generate sales Take lead with follow-up on prospects/leads generated by company advertising, referrals and telephone communications with the goal to achieve and exceed annual business sales goals Assist in the preparation of quotations for all product lines Perform other specific tasks as

requested by the President, General Sales Manager or other company Directors

Requirements Minimum 4 year experience in B2B Sales. Preferably degree educated. Excellent interpersonal and communication skills (written as well as verbal) Proactive mindset to recognize direct and indirect opportunities for lead generation and sales Self-motivated, individual contributor and team player Working knowledge of CRM tools, preferred Ability to learn and adapt in a rapidly growing environment Passion to working outdoors Climbing ladders to do a safety audit on top of commercial building is a must. Individual characteristics: As the Outside Regional Sales Manager, your attitude and aptitude are critical. You must be personally driven to hunt for business opportunities and exceed monthly sales targets. You will also need to demonstrate an ability to problem solve and take ownership of your work and responsibilities. You are part of the team, have access to support when needed, but will be most successful when you manage your time effectively and adapt quickly to changing priorities within the business. Benefits Base salary with an uncapped commission, 401k Match, Car allowance and more.

5-7 years

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