

JOB DESCRIPTION

Job Title:	Regional Sales Manager	Job Department:	Sales
Location:	Northeast U.S.	Travel Required:	75%
Reports To:	Vice President of Sales	Position Type:	Exempt

About Us

Sheboygan Paint Company is a privately held, 100-year-old manufacturer of high-quality industrial paints and coatings. We are a growing, agile business and are currently ranked 19th of US Paint Companies. What sets Sheboygan Paint Company apart is the committed, personalized service and innovation we provide to our customers; we call it “customerization”. Sheboygan Paint Company is headquartered in Sheboygan, Wisconsin.

Job Purpose

The Regional Sales Manager owns customer relationships and achieving sales growth objectives in the northeast U.S. territory. With a heavy focus on new account development, this sales leader plans, schedules and conducts all sales activities in the territory for new and existing accounts. This position will partner with a Technical Service Representative in the territory to provide coatings expertise and support to customers.

Primary Duties and Deliverables

- Develop and execute strategic plans and account plans to achieve sales growth targets.
- Effectively conduct new business development: identify and qualify new accounts, understand needs and provide solutions, conduct trials, quote pricing and programs, and close opportunities.
- Build customer relationships and deploy consultative selling skills to understand customer needs and provide tailored solutions.
- Plan time and travel effectively, and partner with technical service counterpart, to maintain contact with customers, develop new accounts and respond to needs.
- Respond promptly to customer needs and inquiries, providing recommendations, solutions and troubleshooting as necessary.
- Use data and organization to manage territory, prospect, and understand trends and opportunities.
- Build strong relationships internally with other sales leaders, technical service, customer service, R&D, and other cross-functional colleagues.
- Other duties as assigned by the Vice President of Sales.



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Requirements:

- Resides in the northeast U.S. territory, ideally Maryland/DC, NJ, eastern PA, or southeast NY state.
- High level of organization and ownership.
- Strong “hunting” skills with track record of new business development.
- Strong communication, collaboration, and relationship-building skills.
- Bachelor's Degree in relevant field, plus five (5) years or greater territory sales experience, preferably with paint/coatings or related products or materials.
- Able to pass a drug screen and background check.
- Must have valid driver's license and clean driving record.

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