

JOB TITLE: Regional Sales Manager

REPORTS TO: Outside Sales Director

RESUMES TO: Deborah M. Doud jobs@insingermachine.com

JOB DESCRIPTION:

Are you looking for a fast pace job in a growing company? Are you looking to contribute and have your input directly affect the direction of a company? Are you a self-starter with a track record for success? If your answer is yes, we are looking for you! The Regional Sales Manager plays a critical role in the Company's growth by generating order volume that drives Sales, Marketing, Production, Engineering, Service, and Accounting efforts.

Insinger is a commercial dishwashing manufacturer based out of Philadelphia. Founded in the late 1800's, Insinger is the holder of the first commercial dishwasher patent. Insinger is family owned and operated to this day!

The role of Regional Sales Manager is to help Insinger grow its commercial business. This role allows you to work with resellers and independent reps around the county. You will have the opportunity to travel and work directly with your accounts and partners creating leads and opportunities for Insinger.

ESSENTIAL FUNCTIONS:

- Generate, grow, and "close-win" new sales opportunities, while maintaining standard sales margins and operating budgets
- Oversee data entry, mining, and reporting within Salesforce cloud software
- Draft short-term and long-term sales and marketing plans with the Outside Sales Director
- Cold call leads and key accounts to qualify new sales opportunities
- Analyze existing customer base and new opportunities outside the commercial foodservice industry
- Collaborate with Outside Sales Director to develop training programs, hands-on sales methods, and procedures for Outside Sales team members
- Furnish weekly and monthly progress reports to Outside Sales Director.
- Collaborate with Outside Sales Director to create "best practices" and create new incentive programs
- Motivate, excite, and train regional sales personnel (MAFSI) – find upside opportunity at every turn
- Communicate with market participants via phone calls and emails to grow sales volume
- Travel (domestic and international) to conduct training sessions, participate in buying group conferences, attend sales conferences and exhibitions, meet with new and existing accounts, generate sales leads at trade events, and provide corporate goodwill within short notice (48-72 hours)
- Direct customer inquiries to the appropriate team member—ensure customer concerns are addressed in a timely manner
- Assist Inside Sales Department in coordinating technical installation, repair, and removal work
- Develop field reports and recommendations.
- Enhance corporate brand and image standards for the Company
- Encourage dealers, dealer sales reps, food service consultants, and regional reps (MAFSI) to sell more Insinger product—and provide value-added incentive programs

QUALIFICATIONS:

- College education (B.S.)
- Commercial foodservice equipment sales background (heavy equipment) required.
- Commercial foodservice industry certifications (ServSafe, CFSP, etc.) preferred
- Foodservice equipment manufacturing experience or knowledge
- Ability to manage, multi-task, prioritize, and problem solve across multiple, often time-sensitive tasks
- Technology expertise – Microsoft Office, Alere (accounting), Salesforce, and mobile technologies
- Impeccable business judgement with the ability to problem-solve multiple dimensions of complex, business issues while maintaining ability to work in a fast-paced, constantly evolving team environment
- Strong analytical, written/verbal communication, and interpersonal skills
- Well-spoken, with strong presentation skills

EEO/M/F/Disability/Vets/Affirmative Action Employer

We are an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, sex, national origin, disability, protected Veteran status, or genetic information