



SAFETY | CUSTOMERS | CAREERS | COMMUNITIES | STRUCTURES

Role: Regional Sales Manager – Mountain region

Location: Boise, Idaho

Geography: Eastern Washington, Eastern Oregon, Idaho, Montana, North & South Dakota, Utah, Nevada, Arizona, and the Fresno, CA market (Central Valley).

Mountain Team: seven (7) Technical Sales Representatives, two (2) Project Managers, two (2) Technical Sales Trainees

Duties and Responsibilities:

- Safely lead and implement all company policies, procedures, and business ethics
- Lead, coach, and motivate a sales team so they can execute on the financial goals for their respective regions
- Assist Technical Sales Representatives with the preparation of their individual sales plans and metrics
- Establish both short term and long-term regional strategies
- Maintain and develop contact with key customers to drive improvements in the customer experience
- Consistently seek new opportunities for growth
- Demonstrate and Foster teamwork across all business functions
- Maintain technical and professional knowledge by reviewing industry publications and establishing personal networks
- Recruit and hire

Skills and Qualifications:

- Must have a strong financial acumen
- Excellent customer service
- Excellent analytical skills
- Creative problem-solving skills
- Continuous improvement mindset

Experience:

- Minimum of 5 years of selling experience
- Minimum of 3 years of sales management experience

Education:

- Undergraduate degree in an analytical or business-related field of study

If this sounds like you, we'd love to hear from you!

Email your résumé by October 30, 2020 to careers@redbuilt.com