

Job Title:	Regional Sales Manager	Approved:	05/28/26
Job Classification:	Salary	FLSA Status:	Exempt
Department:	Sales & Marketing	Reports To:	VP of Sales
Location:	Remote (Northeast Region)		

The Role:

The Regional Sales Manager will create sales goals, and work to increase sales and distribution in your assigned region. The Regional Sales Manager will have a strong history of successful sales management, possesses innate leadership qualities, excels in maintaining client and vendor relationships, and have a real passion for sharing the benefits our products offer. Experience in the Material Handling industry is a definite advantage.

Essential Duties and Responsibilities:

- Collaborating with sales leadership to establish and execute a sales goal for the region
- Working with the marketing team on new or upcoming products and service launches
- Forecasting annual, quarterly, and monthly individual sales goals and pipeline
- Establishing working relationships with product support and marketing teams.
- Developing specific plans to ensure growth both long and short-term
- Build and maintain positive dealer and customer relationships
- Attend trade shows and conventions as needed
- Performs other related duties as assigned

Required Education and Skills:

- Bachelor’s degree in business, marketing, or related field preferred
- 5+ years of dealer and or major account sales experience with material handling experience preferred
- Proficient with Microsoft Office, CRM
- History of success in building a regional market
- Natural leader with proven management skills
- Experience forecasting sales and building a customer base
- Flexible schedule and able to travel

Other Duties:

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.