

Job Title: Regional Sales Manager

We are looking for a hardworking, driven, team member to join our sales team. As a key member of our sales team, you will play a crucial role in driving business growth through proactive outreach and key relationship building.

- Actively grow and maintain your own book of business.
- In partnership with the National Sales Manager, develop an annual territory plan that includes market opportunity and a strategy to increase sales and market share.
- Proactively target new customers while working collaboratively with the entire team to make sure opportunities are effectively executed. Engagement will consist of telephone and electronic communication as well as in-person visits.
- Document and track progress for qualified new business opportunities with new customers.
- Communicate opportunities to management.
- Research and analyze current markets and create strategic plans to grow in the market share.
- Display product knowledge and actively assist buyers with trainings or questions.
- Utilizes the published price lists to generate a quote, with the flexibility of negotiating when necessary.
- Document all formal quotes in the ERP system (Netsuite).
- Routes samples with appropriate paperwork. Follows up on samples.
- Travel required 50-60% with main work site in office in Tampa, FL

Benefits:

The AmeriLux benefits package includes a nationally award nominated zero-dollar deductible healthcare plan created to ensure peace of mind and comprehensive care for all A-Team family members.

Our onsite healthcare clinic, free to all team members, provides convenient access to high-quality medical care with a personalized touch from physicians who take the time to get to know you. In addition, we offer comprehensive dental and vision insurance, as well as disability and life insurance to ensure you and your family are protected. Our benefit plan includes a 401(k) match, employee assistance program, paid time off, and flex spending account access.

Supplemental Pay: Bonus pay, profit share, commission pay.

About the A-Team:

At AmeriLux, we value culture above all else and look towards the future with optimism. Our goal is to place our team members in a position that will make them feel the most fulfilled. Our team members are empowered to make a play as we believe that the only people who have never made a mistake are those who have never done anything. We value new ideas and use the power of the magic of momentum as we continue to grow and add invaluable new members to the A-Team.