

Regional Sales Manager

AmeriLux Family of Companies is hiring! We don't hire professional interviewers. We hire people.

We are looking for a hardworking, driven, team member to join our sales team. Someone who has the ability to work independently while supporting an overall team mentality. We jump for new ideas and are always thrilled about a shakeup of processes for the better!

Role Duties:

- 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.
- Routes samples with appropriate paperwork. Follows up on samples.
- Travel required.

Experience

- Building material and distribution experience required.
- History within the concrete industry is a plus.

The A-Team:

Skateboarders, Brainiac's, Fishermen, Photographers, Yoga Lovers, Video Game Enthusiasts, Writing Wizards, and every other type of personality out there. Above all else, we are a family.

The Inside Scoop:

We understand that applying to a new role can be intimidating, we have been there. We are different. We are not looking to hire professional interviewers; we are looking to hire good people. So take a breath and relax. We just want to get to know you.

Remember that you are in the interviewer chair with us. Most crucial, have fun and try not to take yourself too seriously.