

# REGION MANAGER

## NASHVILLE, TN

The Region Manager is responsible for developing and maintaining a positive growing relationship with Advance Commercial dealers, their sales forces, end-users, and direct accounts for the specific purpose of representing and selling Advance Commercial products in sufficient quantity to attain Sales Plan Objectives for the assigned region.

Job duties and responsibilities include:

- Direct and participate in developing, establishing, motivating, training and communicating to the dealer sales force to effectively sell our product line.
- Concentrate on removing competitive machine lines from our dealer organization to improve market penetration. Focus on a single-source relationship, improved inventory turnover and increased product sales with the dealers.
- Report monthly itinerary to Field Division Manager.
- Report all significant activity in the region to Field Division Manager in a timely manner as it relates to: Product performance, competitive pricing, strategy suggestions, new product development, quarterly reviews, dealer issues, customer service, technical service and dealer profile updates.
- Travel within the region to maintain and develop contacts with Dealers and National Accounts to achieve maximum performance toward all sales objectives.
- Attend sales meetings to assist in strategic development, review programs, products, updates, and results.

### **QUALIFICATIONS:**

- Four year college degree
- Minimum of five (5) years sales experience in a related industry with a proven performance record.
- Must be able to demonstrate...
  - strong communications skills
  - strong time & territory management skills
  - solid product demonstration and product presentation skills
  - proficiency at public speaking /public speaking experience
  - mature territory management abilities
  - Channel management abilities
  - Conflict management skills
  - Computer skills (mastery of MS Office applications)
- Proven ability to sell and manage customers within non-residential end-user market segments including commercial, institutional, industrial, retail, and government markets.
- Must be able to travel overnight.
- Must be able to perform the physical requirements of the position.
- Must live in the greater Nashville metropolitan area.
- Must be a US Citizen or hold Permanent Residency as we are unable to sponsor candidates.

In order to be considered a qualified applicant, you must meet all of the above requirements. Local candidates (no relocation available) who meet those qualifications should submit a resume including a cover letter with salary requirements to:

**[USCareers@Nilfisk-Advance.com](mailto:USCareers@Nilfisk-Advance.com)**

**EEO/AA/M/F/D/V**

**No Agencies Please**