



B&W Trailer Hitches

Regional Account Manager

Job Duties

The primary function of a Regional Account Manager is to develop, maintain, and expand business opportunities among regional and national customers. Essential functions of the regional account manager include:

- Driving sales growth of current accounts
- Developing a sales forecast to help analyze market conditions and/or changes in assigned territory for maximum sales growth.
- Identifying new business opportunities
- Reporting competitive conditions in the marketplace
- Building lasting relationships with key customers
- Developing and implementing strategies for maximizing tradeshow

The Regional Account Manager position requires 60% travel.

Requirements

To perform his/her tasks successfully, the Regional Account Manager will be expected to possess the following outlined skills, abilities and knowledge.

- **A minimum of 4-5 years of successful sales experience. A degree in Business or related field is preferred**
- Experience analyzing sales data and creatively planning growth strategies
- Ability to give training presentations to groups of up to 200
- Technical aptitude for understanding trucks, trailer hitches, and towing situations

Salary and Benefit Package

Salary for this position will be based on job experience and employment history and longevity. Benefits include health insurance, vacation, 401K and ESOP.

Please apply by Thursday, August 3rd, 2017 Resumes may be e-mailed to julianastevenson@turnoverball.com