

**RSL**

A Novatech Company

Southeast Regional Sales Manager

RSL, the U.S. entry door division of Novatech, a leading manufacturer of steel doors and doorglass for the residential building industry, has an immediate opening for a Southeast Regional Sales Manager. The successful candidate for this position will manage sales growth in the Southeast. The position reports to the President and has opportunities for further sales management growth within the organization.

What you will do

- Promote and sell company products to existing customers
- Coordinate the efforts of independent manufacturer rep agencies
- Pursue new sales opportunities and learn our quoting process
- Follow-up and resolve any customer challenges
- Encourage use of Salesforce for an effective CRM program
- Participate in the marketing of products and services
- Track market trends and recommend innovations

What do you need to succeed?

- Bachelor's degree in administration, marketing or sales
- Strong skills in sales, negotiation and customer service
- 10-15 years of experience in sales/business development for manufacturing industry
- 5-10 years of sales management experience
- Professional attitudes & behavior (teamwork, leadership, integrity, initiative)
- Good written and oral communication skills

What's in it for you?

- Competitive salary & bonus
- Opportunity for advancement
- Bonus plan
- Great medical benefits & retirement plan

Upload resume and cover letter to: hr@rslinc.com.

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THERE'S A WHOLE WORLD
BEHIND OUR DOORS

rslinc.com/careers

