



REGIONAL SALES MANAGER

This position is responsible for managing all business within their respective territories. Reporting to the Business Unit Director, the Regional Sales Manager establishes and manages sales strategies and provides consistent leadership to the sales staff.

ESSENTIAL JOB FUNCTIONS

- Develop sales promotions that result in the generation of new business.
- Process and monitor all invoicing activity.
- Monitor profit margins for all product categories.
- Provides leadership and direction to sales team.
- Conducts weekly sales calls with all reps within their territory.
- Establish and monitor customer credit status for all existing accounts.
- Review monthly Accounts Receivable status and collection activity and methods.
- Facilitate the purchase of all materials, seed and chemicals.
- Consistently provides sales representatives with updated market conditions.
- Ensures a sufficient inventory at all times through appropriate monitoring and forecasting activities.
- Promptly addresses material problems and discrepancies.
- Participates in the interviewing process for new staff members.
- Maintains dealer relations with TIMAC.
- Conducts annual performance reviews for all sales representatives.
- Participates in employee relations management; including but not limited to hiring, compensation, discipline, and termination of employees.
- Facilitates and conducts post season meeting with employees.
- Implements and evaluates sales training programs.
- Provides customer service on technically related issues as needed.

LOCATION

The position is home-based and requires daily travel within the region.

REQUIRED EDUCATION, EXPERTISE & SKILLS

- Bachelor's degree in business and related field.
- 5 to 10 years of proven experience and a record of success in agricultural product sales.
- Strong business and financial acumen with demonstrated analytical ability.
- Dependable follow-up.
- Very strong communication, organization, and time management skills.
- Effective use of technology.

COMPENSATION AND BENEFITS

- Competitive Salary
- Uncapped Commission Structure
- Company Vehicle
- Comprehensive Benefit package, including 401k with company match

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