

Regional Sourcing Manager

Source Abroad by Prime

Location: Bridgeport, CT

Salary: Negotiable, includes base and bonus

Type: Full-time, permanent

Other Compensation: Excellent Benefits

Company Background

Source Abroad by Prime is the top supplier of custom promotional products in the industry. Focused on serving distributors around the country, Source Abroad by Prime helps design, manufacture and import our products based on our customers' needs. We also maintain our own collection of exclusive promotional products and are constantly introducing new products based on market trend. Source Abroad by Prime is part of Prime Resources, a top 10 supplier of promotional products, which acquired Source Abroad in 2014. Based in Bridgeport, CT, Source Abroad also maintains an office in China, and a global network of factories with which we contract for manufacturing our products. For more information, visit www.primeline.com.

Job Description

The Regional Sourcing Manager is involved in all aspects of Source Abroad's business processes, including:

- Develops and maintains strong customer relationships
- Competes for and wins orders, good at closing, delivers on sales goals
- Follows up aggressively with customer on opportunities
- Collaborates well with Prime's field sales reps and others internally
- Provides creative ideas and sourcing solutions to customers
- Aably manages the Regional Sourcing Specialist, who assists on projects
- Partners with China office buyers, providing guidance on customer requirements
- Takes responsibility for managing orders and delivering on customer expectations
- Calls out issues and problems readily, solves problems
- Able to master CRM and ERP software tools
- Quick, decisive and good at multitasking

Reporting

The Regional Sourcing Manager reports to the VP, Global Sourcing, Source Abroad by Prime.

Preferred Credentials

- Bachelor's Degree is preferred
- 3-5 years track record of success in a similar job with similar objectives
- A good understanding of overseas manufacturing, importing, supply chain and logistics
- Knowledge of promotional products and our industry

- Evidence of strong performance working in a team

Please send salary requirement with resume to Andrew Brodey (abrodey@sourceabroad.com), copying Marilyn Caraballo (mcaraballo@primeline.com)