

Regional Sales Manager

IMAGEN Brands Florida

Company: IMAGEN Brands represents Crown and Vitronic. We are an industry leader of imprinted products for corporate brands. Our insights into current and emerging retail trends, as well as our dedication to exemplary service, have made us the go-to partner for our customers around the world.

Regional Sales Manager: Florida

Job Description: Responsible for growing sales through day to day contact with customers.

Specific Responsibilities:

- Must be comfortable with face to face sales presentations. Be a self-starter that can work with little supervision and maintain a professional and upbeat attitude.
- 75% travel in territory to account base.
- Participate in trade shows and industry events as needed.
- Ambitious, highly motivated, and innovative.
- Understand how to initiate, manage and develop business, while possessing meticulous follow-up and follow-through.
- Must be technology proficient and adopt all technology associated with the sales role.
- Must adhere to all company policies, procedures, and code of ethics while representing IMAGEN Brands in a professional and honest manner at all times.

Skills / Education

- Bachelor's degree and prior industry sales experience.
- Proven track record of selling success with an ability to adapt to market segments.
- 3 + years of promotional products industry sales experience preferred calling on at least some Top 40 accts, focusing on sales development and relationships.
- Must possess outstanding communication, presentation, and negotiation skills with the ability to persuade and influence others.
- Ability to work in a fast paced, demanding & numbers driven environment while being able to think on your feet and be a creative problem solver.

Please email resume to: priscillaw@vitronicpromotional.com