

Regional Sales VP - Geiger California Region

Are you looking for a rewarding career in sales management?

Geiger, the largest family owned promotional products company, is seeking an experienced, knowledgeable, energetic Regional Sales VP to join our family. As a Regional Sales VP, you will provide support and field assistance to independent sales representatives as well as coordinate efforts to obtain maximum possible market coverage and penetration, to achieve and exceed the company sales forecasts and profit objectives.

What You Will Do:

- Develop and support existing sales force of 50+ sales partners within multi-state region and recruit new sales partners
- Review monthly sales expense budgets/reports
- Participate in education programs and work with sales partners on sales calls and resolutions to issues that arise
- Establish and attain reachable sales growth goals for region
- Work with Sr. Management and Marketing to establishing marketing programs
- Maintain open communications with sales force, local office staff, sales service team and Sr. VP of Sales and Marketing
- Establish and maintain good relationship with industry suppliers and area distributors
- Maintain involvement in local area industry trade associations

What you will need:

- Preferred candidate location is California
- Ability to recruit and develop a sales force of 50+ sales partners within region
- Broad knowledge of major organizational functions and activities and specialized industry knowledge
- Excellent communication skills, both written and oral, as well as excellent math skills
- Knowledge of fundamental accounting practices and budgetary preparation
- Five to seven years of progressively responsible industry experience as well as sales and sales management experience
- Experience working with commissioned sales agents, and ability to conduct effective in person presentations preferred
- Ability to travel

What is in it for you:

- Competitive compensation, comprehensive health benefits, 401k (with match!)
- Autonomy to work from your home office
- Excellent work environment with an award winning culture, Best Places to Work, Glassdoor Rating of 4.3!

Geiger is proud to be an equal opportunity employer.

To apply, visit:

- https://workforcenow.adp.com/jobs/apply/posting.html?client=geigerbros&jobId=64648&lang=en_US&source=CC4

