

Regional Sales Manager – Northwest Territory Position Specification

Company Background

The Gem Group, Inc. is one of the largest and most respected suppliers in the \$25 billion Promotional Products marketplace. Founded in 1958, and headquartered 20 minutes north of Boston in Lawrence, Massachusetts, we go to market under the brand name Gemline. We are a multi award-winning supplier, differentiated in a very competitive market with our product design, quality, and brands, as well as the quality of our team. Our product line consists of a wide range of bags, luggage, business accessories, drinkware, electronics, stationery, writing instruments, gourmet foods and gifts. Gemline employs almost 450 employees worldwide and operates a technical center in Southern China, and proudly celebrated 60 years in business in 2018. You can see our complete line of products at www.Gemline.com.

Gemline is ranked as one of the industry's largest suppliers by the Advertising Specialty Institute. In addition to its strong portfolio of house brands and Gemline-branded products, the Company offers high-quality retail brands such as American Tourister, Corkcicle, Igloo, MiiR, Modern Sprout, Moleskine, Osprey, Paper Mate, RuMe, Samsonite, Sharpie and Zebra.

Gemline's culture is filled with collaboration, initiative, engagement, continuous problem solving, strong value for safety and respect for people. We proudly support our local community through a variety of efforts focused on health and education.

We are looking for a Regional Sales Manager for Northwest US who is excited and effective at developing and maintaining relationships with their regional accounts. They will be responsible for all sales activities in their defined territory. This position will report to the Director of Field Sales West. If interested, please send your resume to: skamacho@gemline.com.

Responsibilities:

- Meet or exceed territory sales plan.
- Develop targeted customers within territory by understanding needs, providing product review & analysis on a regular basis.
- Increase customer base within territory by analyzing opportunities for growth
- Partner with Inside Sales Representatives in assigned region to maximize territory coverage and revenue potential on all assigned accounts
- Market and sell Gemline to new and existing accounts through direct contact as well as other various communication techniques
- Inform accounts of Gemline products, decoration capabilities, marketing programs and business solutions with a focus on sales
- Create innovative and appropriate product ideas via our Global Solutions team (custom import division)
- Work all necessary and targeted tradeshow and end user shows in the territory
- Keep abreast of all competition as they relate to assigned accounts and communicate necessary information to manager & marketing
- Provide weekly update to manager highlighting sales activity for the week

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- Develop & maintain communication system with assigned internal partners such as Inside Sales & Customer Service teams to achieve maximum sales potential and delivery

Requirements:

- Sales executive with major account management experience
- Willingness to travel extensively (70%+) to work with major accounts.
- At least five years' sales related experience
- BS in business or related field
- Excellent communication skills (verbal, written, presentation)
- High level of organizational skills & ability to handle multiple priorities in a fast-paced environment
- Proficient knowledge of Gemline products, customers and processes
- Active driver's license and the ability to lift 40 pounds