Regional Account Manager – New England Territory
Position Specification

Company Background

Gemline is an award-winning, design-centric supplier of high-quality branded consumer products to the promotional products industry. Gemline is ranked as the 12th largest industry supplier by the Advertising Specialty Institute and was named the 2021 Supplier of the Year. The Company's product line consists of a wide range of bags, luggage, business accessories, drinkware, electronics, stationery, writing instruments, gourmet foods and gifts. In addition to its strong portfolio of house brands and Gemline-branded products, the Company offers other high-quality retail brands such as American Tourister®, Anker®, Corkcicle®, Cuisinart®, Igloo®, MiiR®, Modern Sprout®, Moleskine®, Osprey®, Paper Mate®, Samsonite®, Sharpie®, Slowtide®, Soapbox®, W&P® and Zebra®.

On multiple occasions, and as recent as 2021, Gemline has received the honor of being recognized as a Great Place to Work by PPB, a leading industry publication. Gemline's Corporate Social Responsibility (CSR) efforts are focused on making a positive impact on society through environmental stewardship, ethical business practices, charitable giving and diversity, equity and inclusion leadership. Providing an exceptional customer experience to all customers is the Company's number one priority! Every associate has a role in delivering that experience through Gemline's foundational values of trust, integrity, humility, diversity, community and truth. The Company's success is driven by its associates' success – "Pride in People, Pride in Product." Gemline's culture is filled with collaboration, initiative, engagement, continuous problem solving, strong value for safety and respect for people.

Gemline® is looking for a Regional Account Manager located within the New England territory who is effective at developing client relationships and solving client needs in the pursuit of hitting sales targets and goals. They will be responsible for all sales related activities within their defined territory. This position will report to the Director of Field Sales East and is remotely based. If interested, please send your resume to: skamacho@gemline.com.

Responsibilities:

- Meet or exceed sales plan within the defined territory: MA, NH, VT, ME, RI, parts of CT
- Conduct face-to-face meetings and video presentations with an assigned group of customers.
- Grow revenue by developing customer needs, showcasing the Gemline product line, offering product ideas and solution, and conducting business reviews. Discuss decoration capabilities, marketing programs and business solutions.
- Increase revenue by increasing client penetration within each assigned customer.
- Partner with an Inside Sales Representative in the assigned region to maximize territory coverage and revenue potential on all assigned accounts.
- Use our CRM system to manage the territory and track all sales activities and opportunities.
- Create innovative and appropriate product ideas for our direct import division (Global Solutions).
- Work tradeshows and end-user shows locally and nationally, as needed.
- Keep abreast of all competitors and become expert on the competitive landscape in your territory.
- Develop & maintain strong communication with internal partners such as Inside Sales, Customer Service, Supply Chain, Product Development, Marketing and Manufacturing to achieve maximum sales potential.

Requirements:

- BS or BA, with at least five years related sales experience, preferably in account management
- Willingness to travel extensively (70%+) to work with major accounts.
- Candidate must reside in one of the states within the territory
- Experience using a CRM tool to manage your territory
- Excellent communication skills (verbal, written, presentation)
- High level of organizational skills & ability to handle multiple priorities in a fast-paced environment
- Active driver's license and the ability to lift 40 pounds
- Proficiency in all Microsoft products, a plus