

- **Job title and description: District Sales Manager - East Coast**
- **Company name: PowerStick**
- **PPAI membership number: 383252**
- **Job location: Remote but within the Territory**
- **email address for candidates to send resumes: [hiring@ powerstick.com](mailto: hiring@ powerstick.com)**

POSITION:

PowerStick is a rapidly growing promotional products supplier known for its creativity and unique suite of innovative products.

From custom consumer electronics to aesthetically pleasing and functional phone accessories, PowerStick consistently delivers high-quality products to its customers.

We would like to expand our sales capabilities and are currently looking for a District Manager who can manage our sales representation on the East Coast.

The successful candidate would recruit and manage sales representation in the territory, determine trade show participation and maximize sales opportunities within key accounts.

QUALIFICATIONS

Bachelor's degree preferably in marketing, communications or business.

At least three years of experience in a similar role in the same territory with a proven track record of selling success.

Established relationships with key distributors in the territory.

Promotional Product Industry knowledge is preferred

RESPONSIBILITIES

Work together with leadership to plan and grow sales

Build, manage and motivate an effective sales team in the territory

Assess the strengths and weaknesses of the territory and reps, develop training and mentoring opportunities, strategize account growth, penetration strategies, and account management

Ability to set product and customer forecasts

Strong open and transparent interpersonal communication skills,

Goal-oriented and results-driven.

Ability to travel at least 25% of the time.

SUMMARY

PowerStick is a unique organization with a strong corporate culture that encourages transparency and rewards success.

We encourage everyone who feels in need of a career refresh to at least reach out and have a conversation..