

Simba

Regional Sales Manager-West

Job responsibilities:

- Expand Simba's presence in the promotional product/award/trophy spaces
- Understand and communicate the Simba product offering and decoration capabilities
- Nurture relationships with existing as well as new customers
- Diligently prospect for new opportunities
- Be adept at assisting customers with presentations to their end user clients
- Identify trends within the industry and identify new applications for our products
- Travel where appropriate to meet leads and customers
- Effectively execute meetings utilizing video conferencing
- Work within margin requirements and established budgets
- Travel territory and participate in trade shows; regional and national

Skills/Experience:

- Organized self-starter; ability to take tools provided and develop relationships
- Ability to guide demand to products and programs that meet customer needs
- Financial acumen when negotiating and quoting jobs
- Experience selling in a wholesale/reseller environment
- Ability to create and execute a growth plan in concert with sales management guidance

Salary with benefits plus growth incentives. Remote position for individual residing in the West US. Must be near a major airport.

If interested please send resume to daniel@simbaline.com