



REGIONAL ACCOUNTS MANAGER

Position Overview:

The Regional Accounts Manager is a key leadership role responsible for driving sales growth and managing sales operations within a designated geographic area. This position requires a strategic thinker who can develop and implement effective sales strategies to meet and exceed revenue targets.

Key Responsibilities:

- Generate new leads/customers
- Field customer calls and ensure high customer satisfaction
- Manage existing accounts
- Reach out to all customers at least once a month to educate on new products
- Assist customers with project specifications
- Attend trade shows and ASBA meetings
- Submit customer orders and provide estimates when requested
- Send out leads daily to customers
- Respond to all assigned inquiries from website
- Gather and send project photos and information to Marketing Manager for marketing purposes

Qualifications

- A high school diploma or GED is required; a bachelor's degree in business, marketing or construction management is preferred.
- Must have proven Sales experience
- Must be able to Travel on a consistent bases to visit current customers and potential customers
- Must have the ability to work well with people and be able to identify customer needs.
- Ability to work independently with excellent organization skills.

Schedule

- Full Time - Heavy Travel Schedule (West Coast Region)
- In Office Environment when not traveling

How to Apply: Please submit your resume to malory@atsports.com