

Regional Sales Manager (RSM) Job Description



Area: Sales

FLSA Status: Exempt

Reports to: Sales Manager

Supervisory Responsibility: None

Date of Job Description Revision: 12/1/2020

Primary Role:

Clearly understand the needs of your customers and provide them with solutions to fulfill those needs. Obtain, retain and grow margin-enhancing business that will complement the goals of Pacesetter and achieve your stated goals. Develop and grow multi-level relationships at all customers and targets.

Responsibilities:

- Model the Pacesetter Way in daily job activities
- Provide a return on investment and a contribution to profitability
- Identify and actively manage a strategic balance of various targets and active customers with greater than 300 ton potential/year to support corporate growth initiatives
 - Be the team leader on the above stated companies taking on full accountability for them
 - Visit each of these stated companies as needed
- Collaborate with the Credit team to establish credit worthiness of companies that the RSM wants to actively pursue
- Entertain customers when necessary that is consistent with the company's Travel and Expense Reimbursement Policy
- Create, author and direct a formalized Account Development Plan to gain new business
- Launch and lead the quotation process in a manner appropriate to the size of the opportunity; Follow through to resolution and communicate results to the organization
- Document and communicate to Pacesetter associates information gained through customer visits and communications internally using Salesforce
- Provide account sales, tonnage and margin projections as required for management
- List your travel schedule and the appointments with targets and customers in Salesforce
- Manage account base by actively calling on current customers and potential leads.

Skills/Education Required:

- Bachelor's degree or equivalent business experience required
- 3+ years successful track record in an outside sales role
- Competent in developing, documenting and maintaining analytical information
- Strong computer skills
- Excellent problem-solving skills
- Ability to accomplish desired results under pressure and without direct supervision
- Eager to continuously learn
- Assertive, self-directed and self-motivated
- Ability to initiate ideas into action
- Steel experience strongly preferred
- Ability to work within a CRM platform for account management

I understand and agree to perform the responsibilities listed above:

Associate Signature

Date