

REGIONAL SALES MANAGER

JOB TYPE: Full-time

LOCATION: Southeast Territory



PACESETTER
OUR PEOPLE, YOUR ADVANTAGE

www.teampacesetter.com

JOIN US

With the resurgence of manufacturing in the USA, Pacesetter is poised for significant growth. We are looking for a dynamic Regional Sales Manager to help expand our partnerships and drive our success in this thriving industry. If you are ready to make an impact and be part of an exciting journey, we want to hear from you.

ABOUT PACESETTER STEEL SERVICE

Pacesetter is a premier steel service center providing domestic prime galvanized steel products. Our value-added services include custom-tailored pricing solutions, inventory management programs, and supply chain management systems. We aim to be trusted advisors to our customers by tailoring our approach to their unique needs.

PRIMARY ROLE

This role is responsible for developing and implementing strategies for the profitable growth of new and existing customers and increasing market share within the assigned geography. Collaborate with all Pacesetter personnel to achieve business growth within the territory. Enhance relationships across all levels of the customer base.

KEY RESPONSIBILITIES

- Represent Pacesetter to its customers by creating and maintaining professional business relationships with key decision-makers and influencers at different levels within current and prospective customers.
- Provide customers with guidance on company products and services.
- Provide reports regarding territory activity, target prospecting, and strategic commercial growth plans.
- Successfully generate, negotiate, and secure sales orders.
- Able to develop and implement strategies for profitable growth and market expansion, leading efforts in collaboration with the pricing and inventory teams to manage margins, contractual business, and forecasts.
- Proactively communicate with internal parties (customer service, production, management, purchasing, transportation) to meet and exceed customer expectations.
- Achieve or exceed territory financial objectives.
- Ensure compliance with all company and client policies and procedures.

REQUIRED SKILLS/EDUCATION

- Bachelor's degree (preferred)
- Minimum of three years of Steel Service Center experience with a focus on coated products
- Minimum of three years of B2B relationship selling experience
- Ability to travel 3-4 days per week to meet with clients and attend industry events. Dedicate 1-2 days per week to administrative duties, including strategic planning, reporting, and coordination with internal teams
- Excellent verbal and written communication skills, capable of creating compelling presentations and storytelling to engage customers.
- Computer proficiency
- Valid driver's license and insurance



TARGET INDUSTRIES

Pacesetter supports a wide range of customers. Our galvanized steel products are essential in the HVAC, food service equipment, retail food and refrigeration equipment, utilities, construction, rail car, caskets, solar industry, agricultural machinery, and office equipment and supplies sectors.

IDEAL CANDIDATE PROFILE

- Thrives in social settings and enjoys meeting new people, confident in hosting and entertaining clients, including organizing events and gatherings.
- Exceptional at making connections and building a robust network of contacts. Skilled at leveraging multiple parties to create and close business deals.
- Able to cultivate and maintain strong, long-lasting relationships with key decision-makers and influencers, focused on developing trust and mutual benefit with clients.
- Understands the importance of aligning business strategies with customer needs, demonstrating a strong understanding of market trends and competitive landscape.
- Experienced in B2B relationship selling, particularly within the steel industry, with a proven track record of generating, negotiating, and securing sales orders.
- Minimum of three years of Steel Service Center experience with a focus on coated products. Familiar with target industries such as HVAC, food service equipment, retail food and refrigeration equipment, utilities, construction, rail car, caskets, solar industry, agricultural machinery, and office equipment and supplies sectors.
- Able to develop and implement strategies for profitable growth and market expansion.
- Proficient in using Salesforce or similar CRM systems for managing customer information and reporting. Comfortable using various digital tools and platforms for sales activities.

WHAT WE OFFER

A Tradition of Stability in a World of Change

As the world races towards an era defined by automation and artificial intelligence, the steel industry remains indispensable. With 46 years of excellence, Pacesetter stands at the forefront of this vital sector, combining the time-honored craft of steel production with the latest technological breakthroughs.

While some jobs may face obsolescence in the face of robotics and AI, careers in steel offer a unique blend of stability and forward-thinking innovation. At Pacesetter, discover how tradition and innovation forge the strongest link.

Weekly Pay

Excellent Benefits Package

Work-Life Balance and Flexibility



BENEFITS

- 401(k)
- 401(k) matching
- Dental insurance
- Employee assistance program
- Flexible spending account
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Parental leave
- Referral program
- Tuition reimbursement
- Vision insurance

COMPENSATION

- Profit sharing
- Weekly pay

HOW TO APPLY

Submit your resume and any relevant materials to:

careers@teampacesetter.com

Pacesetter is an equal opportunity employer committed to advancement by merit in the workplace. We welcome and encourage applications from all qualified individuals, regardless of background and experience.