



Regional Sales Manager – Plumbing (5+ Years' Sales Experience Required)

Geographic Coverage of Role:

- Southeast and South Central US

Job Overview:

- Exciting opportunity to come work for a fast-growing, dynamic company in the HVACR and plumbing manufacturing industry
- Provide an exceptional level of account management and sales expertise
- Support the sales efforts of your peers and outside sales representatives
- Ensure individual professional goals align with strategic goals and brand positioning of the company
- Be responsible for maintaining high standards of service and quality which set the company apart in the industry
- Strong communication and the ability to work collaboratively to ensure all business lines are connected
- Become a trusted and respected team member within the organization

Duties and Responsibilities:

- Build strong and lasting relationships with both existing and prospective customers within an assigned region
- Travel throughout assigned sales region to support the growth objectives of existing customers and to win new business
- Perform regional sales plans and quotas in alignment with business objectives
- Plan, develop, and execute regional sales plans that align with the company growth strategy
- Work closely with outside sales representatives to drive the advancement of company offering and product penetration
- Prepare and review the annual budget for the area(s) of responsibility
- Analyze regional market trends and discover new opportunities for growth



US Operations Center

8921 Airways Blvd. Suite 150 | Southaven, MS 38671
604.736.7470 | 866.635.6888

Corporate Headquarters

266 SW Marine Drive | Vancouver, BC V5X2R5
ndlinc.com | customerservice@ndlinc.com

- Leverage customer relationship management (CRM) software to track initiatives, customer engagements, and deliverables
- Suggest prompt and creative solutions to overcoming issues or challenges
- Build trust and rapport with colleagues, contributing to the overall enhancement of company culture
- Suggest new products, services, and innovative sales techniques to increase customer satisfaction, product penetration, and engagement
- Work closely with the Marketing function to ensure the overarching promotional strategy aligns with the goals and seasonality of the organization

Skills and competencies:

- Bachelor's degree in Marketing, Business, Engineering, or related discipline (strongly preferred)
- 5+ years of Plumbing sales experience (required)
- Willingness to travel to develop relationships and win new business (estimated 50%+ time spent traveling)
- Customer Relationship Management (CRM) software experience such as Pipedrive, Salesforce, or HubSpot (required)
- Basic level of MS Excel (preferred)
- Ability to think creatively, self-starting and motivated
- Ability to work collaboratively in line with strategic goals
- Leadership traits (essential)
- Strong communicator and collaborator
- Effective time manager when dealing with competing priorities and deliverables with strong attention to detail

Relationships:

- Successful candidate will work closely with the Customer Service, Marketing, and Outside Sales Representative functions to develop company strategy and assist in the execution
- The company prides itself on its ability to make decisions quickly and efficiently and is fully supportive of a flexible and remote work arrangement



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Salary and benefits:

Very competitive remuneration and benefits package

Job Type: Full-time

Base Salary: Up to \$100,000.00 per year



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