

## Job Description

**Position Title:** Regional Sales Manager

**Department:** Sales

**Reports To:** National Sales Manager

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**General Summary:** The Regional Sales Manager is accountable for sales growth in assigned US territory calling on retail customers, warehouse distributors (WD's), fleet, government, e-tail and attending trade shows. Primary responsibility is to build and grow DECKED branded sales, create product awareness and develop relationships within all assigned channels. Must be motivated, self-starting and energetic individual with a professional attitude that enjoys travel.

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### Essential Job Functions:

#### Retail Dealers and Wholesale Distributors

- Develop new customer relationships and grow sales while servicing and cultivating existing accounts
- Achieve targeted sales goals for all assigned sales channels
- Perform and coordinate dealer trainings while ensuring POP and display materials are maintained at a satisfactory level
- Manage travel throughout assigned territory that stays within budget
- Log and report all sales activity within DECKED preferred CRM software
- Database management as it relates to keeping track of all relevant customer data
- Effective communication with all sales team members to ensure overall team sales growth goals

#### Fleet and Commercial Distributors

- Identify and execute meetings with targeted fleet customers who fit DECKED's profile
  - Develop strong relationships between DECKED commercial distributor partners and our fleet prospects
  - Field work with outside sales representatives of commercial distributor partners
  - Eliminate hurdles and streamline the buying process for the fleet channel at DECKED
  - Ability to use DECKED tools and software designed to maximize and close fleet leads
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### Knowledge, Skills and Abilities:

- 2+ years customer service and/or sales experience
  - Willing to travel = to or >50% of working days in the month
  - Some weekend work required
  - Excellent verbal and written communication skills
  - Self-motivated, energetic, positive attitude and appearance
  - Proficiency in Microsoft Office and Customer Relationship Management software
  - Valid driver's license
  - Ability to maintain a clean and professional company vehicle
  - Time management, prioritization, decision making with excellent communication - both written and verbal
  - Live and breathe the DECKED brand and product
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### Education and Experience:

- Bachelors Degree or relevant, proven life/work experience
  - 2 years of e-Commerce experience
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### Compensation and Benefits:

- Compensation DOE. Key marketing position with room for career advancement at a company focused on professional growth and development
  - Health, dental, vision, and life insurance
  - Parental leave, short-term & long-term disability and wellness benefit
  - 401K
  - Free water, decent coffee, nice people
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**Note:** The statements herein are intended to describe the general nature and level of work performed by employees, but are not a complete list of responsibilities, duties, and skills required of personnel so classified. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the employer.