



WEBCO HR, Inc.

Let Experience be Your Guide

REGIONAL SALES MANAGER – CHICAGO, ILLINOIS

WEBCO HR, Inc. is seeking a Regional Sales Manager for one of your clients located in Chicago, Illinois.

SUMMARY:

If you are looking to join a fast-growing sales department, which is comprised of passionate, driven & supportive team members, then this Regional Sales Manager role may be the position for you!

The ideal candidate will: Reside in Chicago and be passionate about selling products that are of the highest quality and value in their class. The position requires the candidate to be energized by working for a world-class manufacturer and collaborating on cross-functional teams. They must be a self-starter and organized and recognize the importance of building and maintaining strong interpersonal relationships. Bachelor's degree preferred and the ability to demonstrate excellent presentation and computer skills desired. Prior outside sales experience calling in construction or building products, calling on architects and designers, is preferred.

RESPONSIBILITIES:

- Develop and maintain a focused strategic sales plan to increase business opportunities to achieve or exceed sales targets.
- Utilize effective territory planning to focus sales efforts and manage time productively ensuring a proper call balance of A & D and Distribution. Travel [overnight] is expected at 50% of the month.
- Coordinate activities with Sales Director, and Inside Sales Representative where applicable, to maximize sales efforts.
- Follow up on Weekly Quote Report to maximize quote-to-order ratio.
- Prospect daily to uncover new lead opportunities.
- Identify and develop relationships with all key decision-makers related to accounts to maximize sales opportunities and close ratios, i.e., owners, architects, designers, GC, and subcontractors.
- Develop and maintain a list of top accounts and projects throughout the Region.
- Act as an industry resource for all Shade customers for technical assistance, product recommendations, specifications, etc.
- Identify and analyze competition, both regionally and globally. Know your region, the specifics of each project, and the strengths and weaknesses of all players involved to maximize close ratios and company profitability.
- Maximize selling time by appropriately leveraging internal resources, i.e., Account Manager, Technical Support, Order Entry, Finance, etc.

- Maintain efficient office procedures for productive use of time, planning, and reports to insure the maintenance of accurate and updated account files and follow-up procedures.
- Utilize and maintain all sales data systems, such as WSS, and all available construction reporting services.
- Effective and timely follow-up of all leads and opportunities to maximize close ratio.
- Demonstrate effective project management skills through timely follow-up and coordination to maximize close ratio. Ensure all policies and procedures are followed during the project process.
- Effective and clear communication utilizing Professional Selling Skills to uncover customer needs.
- Educate customers on the benefits of choosing Inpro Shades with ease and confidence.
- Perform AIA CEU Lunch presentations (min. 6 required per year) throughout the Region.
- Exude passion and dedication every day to succeed.

REQUIREMENTS

- College degree preferred, or field equivalency. Successful sales experience can enhance this.
- Previous inside or outside sales experience in a business-to-business environment, successful background in prospecting, cold-calling, and business development.
- Extensive construction sales experience. Window Coverings sales experience is highly preferred.
- A track record of successful sales growth and teamwork.
- Self-starter who can take initiative, working independently, as well as an effective and valued team member.
- Must possess above-average problem-solving skills.
- Excellent listening, probing, and closing skills.
- Effective time management skills and ability to prioritize tasks and complete projects on schedule.
- Must demonstrate professional oral and written communication skills.
- Must be competent in Microsoft (word processing, spreadsheets, databases, email).
- Ability to adapt quickly and positively in response to demands of company growth and development.
- Must reside within the region or be willing to relocate within an agreed upon time.

COMPENSATION:

- \$90,000 to \$130,000 Annual Base Salary.
- Commission.
- Bonus Eligible.
- Full Benefits.

THE COMPANY:

Since 1979, our client has been a global provider of high-performance, design-forward architectural products for commercial buildings. Their product categories include door and wall protection, washrooms, expansion joint systems, privacy, elevator Interiors, architectural signage, and commercial window treatments.

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WEBCO HR, Inc. is an Equal Opportunity Employer

[APPLY](#)