



## Eastern Regional Sales Manager

### Position Summary:

This position is responsible for all sales activity for DuraGuard Products Inc. through management of sales, distribution and end-user activities. This includes managing the day to day tasks of Manufacturer Representatives and execution of pricing strategy including competitive bids, quotations and market analysis.

### Responsibilities:

- Consistently grow the bottom line through sales of DuraGuard products to prospects and existing customers
- Strengthen relationships and grow businesses with Manufacturer Sales Representatives, distribution, end-users, contractors and utility program managers
- Identify, prioritize and close new business opportunities in the market and promote existing and new products
- Develop, formalize and implement a sales strategy including an annual business plan; Monitor and direct Manufacturer Sales Representatives to deliver annual sales objectives
- Provide leadership, direction and supervision to Manufacturer Sales Representatives; This includes monitoring their annual strategic plans including, but not limited to, prospecting, setting objectives, training, customer visits and developing existing customer relationships
- Introduce and implement sales and marketing strategies to enhance overall growth
- Review sales reports to monitor and address Manufacturer Sales Representatives and Distributor sales objectives
- Travel to promote the Company and our products
- Lead or attend National and/or Regional trade shows
- Miscellaneous duties as assigned

### Competencies:

#### Required:

- Min. of 5 years previous sales experience in a similar industry, including at least 3 years management experience;
- Able to travel approximately 50% of time; Requires flexibility with changing travel schedule/arrangements;
- A valid driver's license and appropriate auto insurance coverage levels (on-going)
- Supervisory skills, including the ability to motivate, coach and direct Manufacturer Sales Representatives

Preferred:

- Bachelor's degree in Business Administration or Marketing
- Specific knowledge of the Electrical Industry
- Understanding of lighting products and electrical distribution
- Computer literacy, including experience with Microsoft Office Word and Excel
- Proficient sales and marketing skills
- Strong written and verbal communication skills
- Solid customer service skills
- Strong time management skills and the ability to successfully prioritize and handle multiple tasks simultaneously
- Ability to work well without close supervision and make effective decisions on own

**Supervisory Responsibility**

While this position does not directly supervise any DuraGuard associates, it does hold the responsibility to work in a coaching/supervisory capacity in relation to Manufacturer Sales Representatives.

**Equipment / Material Used:**

- Personal computer
- Printer
- Telephone

**Work Environment:**

- This position works in a home office with required visits to the QSSI Corporate Office in Tampa, FL, and potential visits to Central and East Coast locations (Walden, NY and/or Memphis, TN)
- This position is required to travel 40-50% of the time, generally by air; Average 25-30 trips per year

If you meet these qualifications and want to be part of a growing team where your ideas and expertise contribute to the overall success of our winning organization, then we would like to see your resume!

Please submit your resume with cover letter including salary requirement via e-mail to [shannon@qssi.com](mailto:shannon@qssi.com).