

## **Regional Sales Manager**

**Job Title:** Regional Sales Manager  
**Department:** Sales and Marketing  
**Supervisor:** Vice President of Sales and Marketing

Regional Sales Managers at AccuSource are responsible for new sales development of large and enterprise sized clients within a specific geographic region or market vertical. They are responsible for building relationships and networking to create opportunity for new business development. Additionally, they perform analysis of prospective client needs and provide specific solutions to ensure client satisfaction. Successful candidates are self-managed, goal-orientated, analytical and solution-driven. They also enjoy working with other team members to ensure both client and organizational objectives are met.

### **Key Responsibilities:**

- Outside/Enterprise Sales Development
- Ongoing Client Sales/Account Management
- Sales Tracking and CRM Management
- Networking/Relationship Building
- Trade Show/Marketing Event Support

### **Qualifications/Requirements:**

- Minimum 3 years of relevant experience in a B2B outside enterprise- level sales role, preferably in employment screening, HR services or technology industries
- Bachelor level or higher college degree is preferred
- Proven and sustained sales track record.
- Strong organizational skills
- Exceptional presentation skills, written and verbal skills
- Excellent interpersonal skills to understand the operational/client need and ability to communicate proposed solutions. Excellent negotiation skills to secure and close deals.
- Sufficient industry and technical knowledge to communicate effectively with a variety of industry groups.
- A strong customer focus; commitment to delivering quality solutions and maintaining effective customer relationships.
- Self-starter/self-motivated; driven to exceed established goals.
- Ability and willingness to develop new skills sets required to effectively support continued Sales functions, including mastering of relevant processes and software. Continued proficiency in all Microsoft Office programs.
- Ability to function independently, solve problems and contribute as an effective team member.
- Ability to maintain confidentiality of sensitive information.
- Ability to work under tight deadlines and multi-task.
- Ability to travel as required.