



**Job title:** Regional Sales Manager – Southwest Region  
**Department:** Sales  
**Location:** Southwest Region  
**Reports To:** Director, National Sales  
**FLSA Status:** Exempt

For over 40 years, Masterbuilt has built innovative and simple-to-use cooking products with the consumer in mind. It all started in Dawson McLemore's backyard in 1973 with our first propane fish cooker. Today, Masterbuilt is well-known for the quality of our electric smokers, fryers, grills and automotive accessories. From the Butterball Indoor Electric Turkey Fryer to our Masterbuilt Electric Smokehouses to our Hitch-Haul brand of cargo carriers, Masterbuilt strives to build products that help you "Share the Goodness" with your family and friends.

### **Summary**

The Regional Sales Manager will oversee the sales efforts for an assigned territory to achieve or exceed revenue and market share growth targets. The ideal Regional Sales Manager will have an entrepreneurial desire to succeed and a proven track record in sales, outside sales, business development, and sales management.

### **Essential Duties and Responsibilities**

- Achieve the annual territory sales plan revenue and distribution objectives in the assigned territory and meet the annual key product category objectives.
- Develop, plan and execute a strategic sales plan in selling to Sporting Goods Retailers, Food & Drug, Hardware, Military, Independent Specialty Retailers and other trade channels.
- Maximize in-person contact and sales call coverage with assigned accounts.
- Increase Masterbuilt's brand presence and image with customers and consumers through promotional activity.
- Aggressively seek out and develop new business partners strategically within territory.
- Provide weekly sales updates and trade related information to Director of National Sales and executive sales leadership.
- Develop and maintain professional working relationships with key personnel in each account.
- Develop layouts/merchandising concepts for key accounts to ensure distribution (print and internet).
- Complete all reports and records on a timely basis.
- Prepare and review each key account's performance in a business review each quarter.
- Other duties as assigned by management.

### **Qualifications**

*To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

## **Education / Experience**

- Bachelor's degree from a four-year college or university and six years of related experience, or equivalent combination of education and experience.
- Demonstrated ability to sell, influence and negotiate.
- Knowledge of retail vendor support systems is preferred.
- Sales experience directly with Masterbuilt customers located in the southwest region of the United States, preferred.

## **Skills and Competencies**

- Excellent verbal and written English language skills.
- Strong organizational skills, analytical ability and strategic planning.
- Proficiency with Microsoft Office applications: Outlook, Excel, Power-Point.
- Experience in handling sensitive and confidential documents and situations.
- Maintain strong relationships with key retailers in the region and maintain up-to-date knowledge of their business.
- Develop and maintain reports of business results, explain variances, follow through with action plan to address gaps which caused missed goals.
- Manage and resolve conflicts with customer accounts.
- Effective in a variety of formal presentation settings; one-on-one, small and large groups.
- Dedicated to company and personal core values. Act on those beliefs to earn and maintain respect of customers.
- Extensive travel required.
- Home office environment is required.
- Practice safety and adhere to all company safety policies.

Masterbuilt Manufacturing is An Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability or protected veteran status.

Qualified candidates should apply for the position by sending his/her resume to [HR@masterbuilt.com](mailto:HR@masterbuilt.com).