



## PEER CHAIN Job Description

### **Title: Regional Sales**

**Reports to (title):** Vice President of Regional Sales  
**Department:** Sales  
**Hours:** Salaried position (8:30 a.m. – 5:00 p.m.)  
**Company:** Chain

Critical features of this job are described under the headings below. They may be subject to change at any time due to reasonable accommodation or other reasons. Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.

### **JOB SUMMARY:**

Develops and solicits new accounts, generates sales leads, quotations and handles customer inquiries.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Initiates and establishes buying interest with key decision-makers of targeted prospects.
- Close new business directly, whenever appropriate.

### **KNOWLEDGE, EXPERIENCE, APTITUDE**

- Possesses a professional, persuasive phone manner.
- Actively demonstrates the desire to meet and exceed sales goals
- A highly organized individual who is money-motivated, detail-oriented, creative, customer-focused and willing to take full accountability for his/her actions -- someone who really enjoys selling and developing new business
- Display high levels of energy and drive, thrive under pressure, with strong business acumen – someone with an aggressive nature, process-driven that possesses excellent verbal and written communication skills.
- Must be comfortable working in a fast pace environment with changing needs and requirements.



## **Title: Inside Sales-Regional Sales**

### **TOOLS & EQUIPMENT**

- Computer and related databases including Microsoft Office, Outlook, Word and Excel.
- Will be trained on PEER ROI / M2K system.

### **INTERACTION**

- Will interact with Sales Manager, Account Executives, Product Managers, Customer Service and Planning Department.
- Interact with Peer Chain Field Sales Representatives (Manufacturing Representatives).
- Will interact will all levels of personnel within a targeted prospect's profile.

### **WORK CONTEXT**

- Works at a desk in the Sales department located in the office.
- Position entails travel to customers within the territory.

### **REQUIREMENTS**

- Bachelors Degree
- Must sign a non-compete agreement.