



Title: Regional Sales Manager

Location: Remote

Responsibilities

- Maintains Regional sales staff by recruiting, selecting, orienting, and training employees.
- Works with Executive Management to develop annual sales and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.
- Implements Regional sales programs by developing field sales action plans.
- Maintains sales volume, product mix, and selling price by keeping current with market and competition, changing trends, economic indicators, and competitors.
- Completes Regional sales operational requirements by scheduling and assigning employees; following up on work results.
- Maintains Regional sales staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contributes to Company team results by accomplishing related projects as needed.

Qualifications

- Minimum 2 years of proven industry results at the Regional Sales Management Level or above.
- BA, BS degree or equivalent preferred.
- Solid communication and speaking skills
- Good organizational and analytical skills
- Knowledge of how to prepare and present a professional presentation or proposal
- Extensive knowledge of the mortgage process
- Demonstrated ability to build and maintain client relationships
- Proficiency in software skills such as Excel, PowerPoint, Outlook, CRM
- Exemplary customer service skills
- Work effectively in a team environment
- Work effectively in a fast pace environment

Salary and Benefits

Our employees enjoy a competitive compensation and benefits package, which includes medical, dental, vision, life, and disability insurance, flexible benefits plan, 401(k) plan, and paid holidays, as well as vacation and sick leave.

To Apply

Submit your resume and a cover letter describing how you meet the minimum qualifications and desired attributes.

***Please note that job responsibilities can change at any time at the discretion of the company.