



Regional Sales Manager Opportunity

We are an innovative West Michigan Manufacturing Company who is seeking an experienced, successful salesperson located in the Metropolitan New York, New Jersey, Connecticut, or Philadelphia area to join our sales team as a Regional Sales Manager. As a Regional Sales Manager you will be responsible for new business development, with an emphasis on prospecting for and closing that new business, developing/growing sales to existing clients, along with forecasting sales and reporting on activities within your multi-state and Canadian Provinces region.

We are looking for an outgoing and positive person with proven sales skills and a record of consistent sales goal achievement, most especially including a documented record of new account development. Our ideal candidate will possess excellent verbal and written communication skills; a high degree of job ownership and initiative; be detail and team oriented; and have the ability to communicate clearly and effectively. Regional travel of 60%, including day trips for sales calls around the metro area of your residence, will be expected. International sales experience is helpful but not required, although a passport will be required.

The compensation plan is geared to reward high performers and is not capped.

BENEFITS:

Lorin offers a competitive hourly rate and benefit package that includes:

- Paid time off
- Health Insurance
- Dental Insurance
- Vision Insurance
- Life Insurance
- Flexible Spending
- 401(k) with a company match
- Education Reimbursement program

To learn more about working at Lorin Industries please visit our website at www.lorin.com

Lorin Industries is an equal opportunity employer and considers all qualified applicants without regard to race, color, sex, sexual orientation, gender identity, age, religion, disability, national origin, citizenship, height, weight, genetic information, marital status, pregnancy, protected veteran status or any other status protected by law.