



Regional Sales Manager

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Gillespie Precast, LLC

Who We Are:

Gillespie Precast is a fifth-generation, family-owned precast concrete manufacturer established in 1922. We manufacture premium quality precast concrete products including but not limited to box culverts, wet and dry utilities, pre-piped meter vaults, and a wide variety of custom structures. We serve the Mid-Atlantic including Maryland, Virginia, Delaware, New Jersey, Pennsylvania, District of Columbia, and North Carolina. Gillespie Precast takes pride in the product quality and service we provide for our customers.

About The Position:

Gillespie Precast is seeking a Regional Sales Manager who will work remotely but be based from our Chestertown, Maryland location. The ideal candidate is a great multi-tasker, self-motivated, dedicated individual who can provide exceptional customer service to our clients. The person in this position will be responsible for covering a growing market segment consisting of but not limited to Southern Maryland, Northern Virginia, and the District of Columbia. Our representative would be required to achieve sales and profit goals, be responsible for maintaining and growing existing customer account activity, building relationships, creating new business, and driving targeted product sales.

Position Description:

The Regional Sales Manager will play a key role in expanding the Gillespie Precast footprint, managing a defined territory with existing clients, and developing new relationships with the intent of increasing sales volume. This is a field-based sales role with core responsibilities to include engaging contractors and municipalities to grow market share. In addition, collaborating with designers and specifying professionals to strengthen Gillespie Precast's position in the precast concrete construction materials market. This sales position ensures that company sales, pricing, and revenue goals are successfully achieved. This representative will show initiative, drive sales cycles, and close business to achieve sales and profit goals in the territory.

Primary Functions and Responsibilities:

- Maintain effective relationships with current customers that lead to increased sales and revenue
- Identify and prospect for new customers
- Contact customers regularly to maintain account relationships, advise of new product and service offerings, and obtain feedback on products
- Connect with the customer to understand the customer's overall objectives and requirements
- Share details with customers on additional offerings to provide value-added solutions
- Be a personal resource to the customer throughout the project lifecycle
- Expedite the resolution of customer issues and/or objections
- Work with upper management, the inside sales/project management team, and plant management to ensure customer satisfaction with our products and services from order to delivery and beyond
- Identify and actively pursue new business opportunities to expand the current customer base by working with management in developing sales strategies and new account targeting
- Analyze competition in the territory, devise sales strategy, and communicate sales strategy to management
- Share ideas and customer needs throughout all phases of the sales cycle with management
- Assist management with forecasting for the product(s) within assigned territory
- Provide feedback to management on competitors, markets, products, ideas, laws and regulations, and other market information
- Coordinate specifications and project leads with the sales manager and sales team
- Analyze market trends and develop action plans to capitalize on shifts in market
- Prepare sales projects and prospecting activity reports for monthly meetings
- Provide weekly reports on the budget and sales activity for a given period
- Document all sales activity performed
- Organize, conduct, and support marketing activities such as product launches, promotions, advertising, trade association events and tradeshows
- Prepare and host Lunch & Learn presentations and provide regular training sessions to cover product introductions and technical information to current and prospective clients
- Examine and decipher blueprints, job specifications, and utilize ConstructConnect and other lead generation services
- Continually improve personal sales skills and product knowledge to promote a professional image in the field

- Other duties and responsibilities related to the nature of the job may be assigned on a temporary or permanent basis as needed

Qualifications:

- Bachelor's Degree preferred or equivalent work experience, training, and education
- 2+ years of industry related sales experience is preferred
- Proven success in a B2B setting for getting appointments, making sales presentations, building relationships of trust, and closing sales
- High sales aptitude, self-motivated with the ability to multi-task and learn quickly
- Effective time management skills
- Effective training and presentation skills
- Ability to analyze situations and identify opportunities for success
- Effective listening, decision making and problem-solving skills
- Effective team interaction skills with high aptitude for collaboration with colleagues
- Excellent communication skills, both verbal and written
- Strong mathematical skills
- Work independently, with little supervision
- Competent with software programs such as Microsoft Office, Word, Excel, Outlook and Power Point, CRM, and Titan 3000
- Valid driver's license and a safe driving record a must

Physical Requirements:

- Stand for a full 8-hour day
- Able to climb in and around concrete
- Ability to lift 50 lbs. several times a day

Working Conditions:

- Work in an office environment as well as construction sites in various weather
- Overnight travel up to or exceeding 50%

Compensation:

- Salary commensurate based on proven work experience and industry knowledge

Full-Time Schedule:

- Day Shift
- Monday to Friday



Benefits:

- Paid Time Off: vacation pay & sick pay
- Paid Holidays
- 401(k) Retirement Savings Plan & Profit-Sharing Program
- Medical, Dental, & Vision Insurance options with singly & family coverage
- Short-Term and Long-Term Disability
- Life Insurance
- Employee discounts
- Referral Program
- A fuel/auto allowance, travel expenses, and a company laptop computer will be provided to help facilitate company goals and results.
- Digital app capabilities for payroll, benefits, and communication
- Team member appreciation events
- A diverse, inclusive family-oriented culture that values opportunity for growth, development, and internal promotion