



At Sunbelt Marketing, we're always looking to expand our team with talented professionals who are ready to take their careers to the next level. As one of the largest and most successful privately held distributors of plumbing, piping and HVAC-R products in the United States, we are seeking an experienced Area Sales Manager to fill an immediate need in Nashville, TN.

As an Area Sales Manager, you will:

- Establish, develop and maintain business relationships with current and prospective customers within your territory to generate new business
- Promote/Sell/Secure orders from existing and prospective customers through a relationship-based sales approach
- Demonstrate products to customers and assist them in selecting products which are best suited to meet their needs
- Make telephone calls and in-person visits along with presentations to existing/prospective customers
- Continually enhance sales skills and product knowledge in order to promote a professional image in the field
- Work with other departments to ensure great customer service from the order to the delivery and beyond
- Supply management with oral and written reports on customer needs, problems, interests, competitive activities and potential for new products

A Bachelor's Degree is preferred, but prior experience in Sales, especially within the plumbing industry, will be considered. A successful Area Sales Manager will possess the following:

- Strong sales presence coupled with the love of people and overall desire to provide exceptional customer service
- Demonstrated aptitude for problem solving as well as strong leadership and listening skills
- Product and vendor knowledge (or the ability to quickly learn it)
- Capability to work both independently and within a team environment
- Excellent verbal, written and organizational skills

Sunbelt Marketing does not discriminate against any applicant for employment, or any employee because of age, color, sex, disability, national origin, race religion, or veteran status.