



Join our SWARCO McCain Team as

Regional Sales Manager (m/f/d)

Location: Washington / United States | Full-time

Start your journey with us and submit your resume/CV. McCain is an equal opportunity employer. This employer participates in E-Verify.

Your Challenge

As part of the SWARCO group, McCain is always looking to strengthen its organization by adding the best available talent. We're seeking a Northwest Regional Sales Manager to be responsible for the sales and market share growth for the assigned region. They will work closely with the regional sales team and other departments throughout the organization to achieve the regions business objectives.

- Provide sales activities to drive company growth and customer satisfaction throughout the region
- Oversees a regional team to develop strong relationships both with agency and contractor customers
- Regular visit alongside sales team with end users, consultants, etc. to develop positive working relationships and education on current and future product portfolio
- Evaluate sales performance and recommend improvements
- Identify new market opportunities and strategies
- Stay current with latest developments in marketplace and competitor activities
- Help assist with team member related issues, sales conflicts, and pricing issues in a timely manner
- Review market to determine customer needs, sales potential, pricing, and competition
- Work closely with marketing and product management to help regional messaging and product acceptance
- Work with finance to resolve credit issues and keep accounts in good standing
- Help develop and implement annual sales goals and budget

Your Profile

- 5-10 years working knowledge and experience with the Intelligent Transportation Systems industry strongly preferred
- Demonstrated track record of success in selling to local/ state department of transportation customers and electrical contractor market
- Strong leadership skills, high energy, team-oriented, self-starter with high sense of urgency
- Excellent written, communication and presentation skills, including strong personal selling and negotiation skills. Must be computer literate and have working knowledge of MS Office Suite
- Excellent organization and planning skills
- Works with minimal direction, proactively promotes an open flow of information up, down and across the organization so that all concerned are well informed
- Fully appreciates the importance of formal and informal contacts with customers to build rapport and establishing trust on a regular/frequent basis. Personal high-level relationships with key personnel at current customers a plus
- Maintain highest level of professionalism under pressure
- Good driving record

Ihr Benefit

- A GREAT work environment with fun, friendly, knowledgeable, and helpful team members
- Benefit package to support you and your family's health. From medical, dental, and vision, to flexible spending accounts for both health and dependent care
- Educational reimbursement to help keep your career updated
- Save money on tickets to the San Diego Zoo, other amusement parks, movie theaters, indoor skydiving, and so much more with our employer discount program

- Paid time off, holidays, company-match 401(k) plan and more
- Full telework schedule

The future begins today. Yours too?

Join SWARCO McCain. We look forward to receiving your detailed application via online form:

McCain, Inc.

2365 Oak Ridge Way

Vista, CA, 92081

USA

Information on processing of your personal data is available here (<https://swarco.com/privacy-information-applicants>).