

Regional Sales Manager – North Florida-Georgia Region

TriEst Ag Group is an expanding market leader in the soil fumigation, irrigation, fertilizer, grafted plant, and equipment industry. With a corporate headquarters in Greenville, NC, and additional locations throughout the southeast, we continue to expand our business on a regional, national and global basis. We currently have an exciting opportunity for a Regional Sales Manager in North Florida-Georgia to aid in our expansion and growth.

The Regional Sales Manager for TriEst Ag Group's North Florida-Georgia region will be a key member of our leadership team. This person will be based in Tifton, Georgia, and will lead the sales staff in the region. He/she will be responsible for growing sales through all categories of products that we offer.

Specifically, the person chosen will:

- Direct the duties of a sales team that covers North Florida and Georgia.
- Set sales goals for individuals and the overall team. Develop strategies to achieve those goals.
- Accomplish departmental human resource objectives by recruiting, training, assigning, scheduling, coaching, counseling, and disciplining employees in the region; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- Maintain and expand customer base by counseling district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.
- Meet regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions. Project sales and order the appropriate level of inventory
- Help manage inventory of all products needed to support sales in the region.
- Foster team and individual development.
- Bid on projects of varying sizes estimating associated product usage, labor, and travel expenses
- Understand the market, its challenges, and our competition.
- Work with our marketing team on developing strategies for tradeshow, direct marketing, and sponsorship opportunities.
- Continue to educate yourself and your sales team of new products and changes in the market by taking advantage of internal and external training opportunities.
- Travel within and outside of the region to support sales within TriEst Ag Group.

Benefits:

- Medical and dental insurance with company contribution to premiums.
- Vision insurance at low group rates.
- Company paid life insurance.
- Company paid long-term disability insurance; short-term disability insurance offered, with company contribution to premium.

- 401(k) Retirement Plan - Includes a company match, an annual company safe harbor contribution, and a discretionary profit-sharing contribution. Matching contributions are subject to maximum matching criteria and vesting requirements.

Requirements:

- 5 or more years in Agricultural sales
- 2 or more years of sales management is a plus
- Bachelor's degree in Agriculture, Ag Business or Business is preferred.

To apply, please email a resume to Alan Smith, TriEst Human Resources Manager, at hr@triestag.com.