

Regional Sales Leader

JOIN A REVOLUTION IN GREEN PRODUCTS. Grow your career in the green industry with Viva SC, a regional leader in 100% recycled rubber safety, landscaping, and flooring products. Our entrepreneurial culture and extended reach throughout the Southeast provides countless opportunities to succeed and grow with our company.

SAFE / SUSTAINABLE PRODUCTS ADD VALUE. Enjoy an exciting career that gets you out from behind the desk and helps save the planet at the same time. A career with Viva SC provides exciting growth opportunities through mentorship and in-person training, plus the opportunity to work independently and control how much you earn.

Current Positions Located Throughout South Carolina. Due to rapid growth, Viva SC is looking to develop its sales initiatives from a primarily-online platform into a "Boots on the Ground" campaign focused on a number of key industries. This is a field business development position and can be based out of several cities throughout South Carolina, North Carolina, or Georgia, and requiring local travel and occasional travel to the corporate office in Charleston, SC.

Position Summary:

We currently have full time positions available for Regional Sales Leaders (RSL) who will aggressively grow our products and services business within their assigned territory. The RSL is responsible for driving the sales process by leading business development activities in partnership with corporate leadership. The RSL must also reinforce our core principle of "Smarter Green Products" and be accountable to drive the new contract growth plan in alignment with strategic business goals.

This is a high profile position, with frequent interaction at multiple levels of our organization.

This position reports to the Chief Operating Officer (COO), and the Vice President of Marketing at the corporate level, with additional support from the administrative department at the corporate headquarters.

Responsibilities:

- Help develop and lead sales initiatives on value-based selling by uncovering customer's "points of pain" and developing creative, differentiating and customer-centric solutions.
- Collaborate directly with the COO and other Business Development Managers on strategic sales plans development/execution for each product type to achieve short and long-term growth
- Build multi-level, professional trust-based relationships with strategic clients/accounts operating in the industry
- Drive pipeline activity by personally engaging prospective clients and focusing on qualified opportunities.
- Manage key sales metrics through productivity reporting and assist in creating monthly/quarterly forecasting
- Collaborate with our RSLs from other regions to quickly and accurately identify sales approaches that are more/less successful.

Basic Qualifications:

- 1 - 5 years of in-person sales experience leading multi-locations of in field sales teams
- Bachelor's degree in Business or Marketing preferred
- Proficient with computer software programs including MS Office suite (Word, Excel, Outlook and PowerPoint)

Eligibility Requirements:

- Valid Driver's License and reliable transportation
- Interested candidates must submit a resume/CV via email to be considered
Email: info@VivaRecycling.com Subject: Regional Sales Leader
Please include your desired City or Territory

Desired Characteristics:

- Must be able to drive sales individually and communicate progress back to the corporate office
- Highly competitive, positive, and results driven sales leader
- Proven track record of sales achievement
- Experience in the product and/or service industries with in-person sales experience
- Local knowledge and contacts in one or more market segments preferred
- Highly organized with the ability to document and follow-up on sales leads
- Ability to communicate effectively and deliver presentations to customers and prospective clients
- Experience negotiating/closing business mid to senior level decision makers

What We Offer:

- Base salary draw and an aggressive, escalating commission plan with no cap on what you can earn!
- In-Person training and all the necessary sales tools will be provided
- Contact referrals in your territory, both initially and as the company grows
- Company gas card and marketing budget to manage
- Energetic, focused and collaborative work environment

We are drug free and an EOE by choice.