

**Job Title: Regional Director of Sales – Southern California**

This office or remote/home-based role reports to the VP of Sales and is directly responsible for the development of a robust sales pipeline, successful maintenance of existing customers, creating new opportunities, building long-term relationships, and successfully closing new business. This position is an individual contributor role and has no direct reports.

**Candidate Requirements:**

- Bachelor's degree from a four-year college or university
- Five years selling experience
- Excellent communication and presentation skills
- Track record of success in developing new business and selling in highly competitive environments
- MS Office Suite proficiency – Word, Excel and PowerPoint
- Ability to travel 50% of the time

**Essential Functions and Key Responsibilities:**

***New Business Acquisition***

- Researches and qualifies prospects, including identifying the key decision-makers and critical purchasing factors
- Develop and execute successful sales strategies specific for each prospect
- Make appropriate recommendations based on needs analysis of the prospective account
- Effectively executes the sale process, including proposal development, leading presentations, negotiating profitable pricing, and closing the sale
- Coordinates internally to close the sale, including necessary reporting to management

***Account Management***

- Develops and implements the overall account strategy in alignment with strategic corporate goals
- Continuously articulate and reinforce company value proposition
- Retain, and grow where possible, account volume and profitability
- Successfully manage relationships with key influencers at targeted strategic accounts
- Effectively work with company and customer support teams to optimize profitability
- Monitor current and future customer needs, goals, and expectations including competitor activity
- Finds solutions to challenges in order to better secure business and improve profitability
- Coordinates and maintains close working relationship with manufacturing and marketing teams
- Attends and participates in all relevant customer events, trade shows, and business reviews

***Operational Excellence***

- Achieves gross profit, revenue, and sales goals with accounts and within their territory
- Develops account and territory management plans that improve market share and profitability
- Anticipates and identifies business opportunities and challenges and respond with a profitable solution strategy that aligns with overall company goals and direction
- Leverages all available sales channels in an effort to optimize revenue, volume, and profitability
- Actively contributes to strategic reporting and planning needs and updates management as appropriate

**About Command Packaging**

For over 27 years, Command Packaging has been the leading US manufacturer of carryout bags for the retail, grocery, and food service industries. We have earned the respect in our industry as innovators and leaders of quality, value-added products. Our manufacturing, distribution, and recycling facilities are strategically located offering bag solutions to customers nationwide. Visit us @ [www.commandpackaging.com](http://www.commandpackaging.com)

*Command Packaging is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status, or any other characteristic protected by law. If you have a disability or special need that requires accommodation, please let us know.*

***Please send your resume to [jobs@commandpackaging.com](mailto:jobs@commandpackaging.com). Enter “Regional Director of Sales” on subject line. Thank you!  
Salary commensurate with experience.***