



BUSINESS SOLUTIONS

Job Title: Regional Director of Sales

Snap-on Business Solutions is currently seeking a **Regional Director of Sales** position. The Regional Director of Sales is responsible for all aspects of managing Sales for a designated North American region, and works with VP of Direct Sales to successfully drive and accomplish the sale and distribution of all of SBS assignments. This individual manages and maintains internal and external relationships, partnerships, and alliances to accomplish designated assignments to ensure all business objectives are achieved. This individual will focus on accountability for sales performance and Interface with required areas within SBS to ensure expectations are met.

Duties and Responsibilities

- Sales direction, training, forecasting, expense management, competitive intelligence and managing all sales activity to accomplish all SBS objectives
- Business planning to establish territories and sales plans to accomplish objectives
- Drive accountability for sales performance
- Manage to customer satisfaction and support including customer complaints
- Review all aspects of market analysis to determine customer/prospect needs
- Assess business and pricing models that promote customer/prospect preference
- Assist in developing successful market offerings, and promotions to drive success
- Support all sales channels available/assigned to accomplish market objectives
- Manage Sales & Service to all customers/prospects including selling strategy to accomplish successful negotiation, presentation, representation, demonstration, and closing, of SBS Product and Service Offerings
- Regular communications of customer contact, sales feedback, call activity, CRM activity, reporting requirements and sales accountability to SBS
- Communicate with company decision makers and develop strong relationships/partnerships. Present brand advantages, competitive weaknesses, and selling solutions that highlight priority items while working within allotted budgets. Instill confidence using integrity showing a strong level of commitment.
- Is willing to undertake appropriate other duties and assignments as determined by Management

Job Qualifications

- Bachelor's degree in Business preferred. MBA a plus.
- Extensive experience in the automotive industry working with clients at all levels. 5 Years Minimum.
- Exceptional interpersonal impact, with proven ability to bring both parties together in pursuit of mutual goals and objectives. Strong organizational influence skills with the ability to work with people at all levels within SBS. Exceptional problem solving skills.



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- Ability to translate vision into action and to successfully steer others toward an agreed upon outcome. Exceptional ownership abilities; proven experience at driving objectives to completion on time.
- Proven skill at proposal generation. Ability to conceptualize and capture existing conditions, understand requirements and make recommendations on how SBS solutions benefit the customer and provide financial return for both parties.
- Strong financial acumen with the ability to translate need into profit.
- Exceptional presentation skills, strong written communication skills.
- Very strong leadership skills; proven team player who sets an example for others.
- Strong customer focus and desire for complete customer satisfaction.
- Ability to travel more than 50% of the time.
- Proven track record of success in meeting and exceeding sales objectives.
- Exceptional ownership abilities; proven experience at driving objectives to completion on time.

So, if you are the one all look to as the smartest in your area of expertise, love challenging yourself, and are searching for a place to work where people care, your ideas matter, and you can make a real difference, then we need to talk.

Snap-on Business Solutions offers great benefits including medical, dental, and vision plans, life insurance, 401(k) plan, tuition reimbursement, flexible spending account, vacation benefits, onsite fitness facility, employee cafeteria, and several Snap-on employee discounts.

About Snap-on Business Solutions

Snap-on Business Solutions, based in Richfield, Ohio, is a part of Snap-on Incorporated's Diagnostic and Information Group. Snap-on Business Solutions is focused on serving vehicle and equipment manufacturers and their dealership networks. Snap-on Business Solutions information solutions, diagnostic systems (such as NEXIQ's commercial vehicle solutions), and essential tools and equipment programs center on growing sales and improving productivity in franchised dealerships and the supply chain. Snap-on Incorporated was founded in 1920, and is a \$2.9 billion, S&P 500 Company headquartered in Kenosha, Wisconsin.