

Regional Sales Manager - BioNeutra North America

The RSM - Sales and Business Development is an important member of the Sales Team and reports to the VP Sales & Business Development directly and is responsible for sales along with a shared responsibility for business development with the VP Sales & Business Development.

Job Responsibilities:

1. You will display sales expertise, leadership, strategic planning, critical thinking and communication skills and a collegial style that collaborates with and supports all Company departments.
2. Your core responsibilities include revenue, costs of goods, sales development, growth and profitability, marketing programs, market penetration and expansion and a shared responsibility for business development with the VP Sales & Business Development.
3. You will ensure that sales performance data is inputted into Salesforce CRM system.
4. You will evaluate sales and marketing performance by analyzing and interpreting internal data and metrics and comparing them against industry standards with a view to making our Company a category leader.
5. You will ensure that all sales and marketing strategies are aligned with the Company's overall goal and direction.
6. You will lead major sales accounts, lead customer relations, and negotiate and prepare Company contracts and NDA agreements for review and final approval by the VP Sales & Business Development who is the final signing authority.
7. You will leverage your experience and industry knowledge with the goal of designing sales strategies, plans and procedures including sales forecasts and measurable targets.
8. You will prepare a departmental budget, strive for efficiency, and ensure expenses are consistent with sales targets.
9. You will write and submit reports to the VP Sales & Marketing in all matters of importance and as requested.

