

## Regional Sales Manager

Quayside Publishing Group is seeking experienced sales representatives to be directly responsible for growing book business in the West Coast as well as Southeast regions.

### Qualifications:

- Bachelors degree strongly preferred
- 10+ years' experience in selling in the book, gift or consumer products markets
- Must have proven track record of success and possess exceptional leadership, ethical, and analytical skills.
- Superior organizational skills and follow through
- Work independently and in team environment
- Persuasive and sales driven, outgoing personality
- Travel required
- Book publishing experience a plus, but not a prerequisite.

### Key Responsibilities

- Manage all sales relationships in the territory.
- Call on major national and regional accounts.
- Manage regional and local commission sales reps.
- Manage relationships with regional and local distributors.
- Manage relationships with regional and local wholesale accounts.
- Set sales targets in conjunction with the sales director for accounts, sales reps and distributors
- Work on category management for key accounts in the following areas: Home Improvement, Tractor & Farm accounts, Transportation, Craft.
- Analyze the marketplace with regard to our product and that of our competitors to find opportunities in the market.
- Participate in supply chain initiatives and reprint meetings.
- Seek out new business opportunities for our lists.
- Work closely with the publishers to share market analysis and give input on title acquisitions.
- Establish and implement sales promotions
- Work with Marketing to develop local and regional marketing plans

### Salary

- Base pay plus commission/bonus

### Benefits

Quayside Publishing Group offers a competitive salary, generous benefits package and 401k with company match. Full time benefit offerings may include:

Paid Vacation	Paid Sick Time
Personal Time Off	Holidays
Medical Insurance	Dental Insurance
Life Insurance	Voluntary Life Insurance
Short Term Disability	Long Term Disability
AD&D	Flexible Spending Plans (Health, Dependent Care)
401(k)	Roth 401(k)

**For consideration, please submit your resume and cover letter to [hr@quaysidepub.com](mailto:hr@quaysidepub.com).**