



Regional Sales Manager- Northeast

Who We Are:

Tekweld is a recognized leader in the promotional products industry, celebrated for our creativity, innovation, and commitment to customer satisfaction. Named one of the Best Places to Work in the Promotional Products Industry by Counselor Magazine, we pride ourselves on cultivating a collaborative, growth-focused work environment.

Who We're Looking For:

At Tekweld, we don't just sell products—we build relationships, inspire growth, and deliver outstanding experiences. We're seeking a Northeast Regional Sales Manager who's passionate, driven, and ready to elevate our sales. If you thrive in a fast-paced environment, love connecting with people, and have a proven track record of hitting ambitious targets, this is the role for you!

You'll own the Northeast region by building lasting customer relationships, uncovering new opportunities, and driving revenue growth. You'll execute smart sales strategies, collaborate with cross-functional teams, and provide insights to help Tekweld stay ahead of the competition. We want a go-getter with energy, creativity, and a relentless drive to succeed, someone ready to make an impact from day one!

The region includes: NY, CT, MA, RI, VT, NH, ME. While the position is remote, the candidate must live within the territory served.

If you're interested in joining our team, please send your resume to careers@teksweld.com. We look forward to hearing from you!

Key Responsibilities:

- Develops and maintains relationships with potential and existing clients in the distribution and advertising fields
- Identifies and locates new sales opportunities through a variety of methods, including networking and strategic marketing calls
- Applies company strategies to develop relationships and grow sales in the assigned region
- Communicates with accounts and leads to identify and understand their product needs; identifies and suggests products to meet those needs
- Demonstrates the functions and utility of products to customers based on their needs
- Ensures customer satisfaction through ongoing communication and relationship management; resolves any issues that may arise post-sale
- Maintains communication with existing and previous customers, alerting them of new products, services, and enhancements that may be of interest
- Use Copper CRM tool to maintain detailed reports of sales activities, including calls, orders, sales, lost business, and any customer or vendor relationship problems.
- Answers inquiries from clients concerning products, their uses, and the industry
- Provides information, quotes, credit terms, and other bid specifications to clients
- Negotiates prices, terms of sales, and agreements; prepares and submits purchase orders
- Collaborates with purchasing, production, and customer service departments to confirm that orders are processed accurately and efficiently
- Prepares monthly reports to review business, including account status and growth
- Reach monthly and annual sales goals
- Attend regional expositions & road shows

- Set weekly appointments with current and potential accounts to present sales opportunities
- Additional related projects and duties may be assigned

Required Skills/Abilities:

- Proven experience in sales, preferably ASI (Advertising Specialty Institute) experience
- Ability to thrive in a performance-driven culture
- Excellent organizational and time management skills with strong attention to detail
- Must be a collaborative team player, able to work effectively and positively with others
- Strong communication and interpersonal skills
- Excellent sales and negotiation skills
- Thorough understanding of products to be sold and the promotional industry
- Proven ability to build and maintain relationships with clients
- Working knowledge of Google Suite, sales tracking, and CRM Tools (Copper)
- Must be willing to travel (approximately 70% the time)

Education and Experience:

- High school diploma or equivalent
- 3-5 years of sales experience, including managing a region

Physical Requirements:

- Prolonged periods of sitting at a desk and working on a computer
- Must be able to lift up to 15 pounds at times
- Frequent travel, via both plane and car, to meet with clients and attend events

Tekweld is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.