



Regional Sales Manager

Location: SoCal

TransCold Distribution is the premier wholesale supplier and distributor of ice cream and frozen goods throughout Western Canada and the United States. Headquartered on Annacis Island, Delta, BC, we have 14 locations and 240+ employees. TransCold provides exclusive access to the most recognized and popular brands in the world with industry best product variety and customer service. We deliver to Major Grocery, Drug, Gas & Convenience, chain retailers and independent retailers across Western North American markets through Direct to Store Delivery (DSD), and Warehouse Fulfillment, and provide services for mobile vendors, corporate events and third-party logistics (3PL) customers.

We have an immediate opening for a full-time Regional Sales Manager to join our Sales team. Reporting to the Director of Sales, the appointee is responsible for leading the SoCal Area Sales Managers and Account Sales Representatives sales efforts and ensuring execution of sales priorities and initiatives in the assigned accounts/territory in accordance with the TransCold's vision. The appointee will have full responsibility for meeting sales targets for accounts in assigned region. This role will be responsible for customer base expansion, driving sales, achieving sales targets while focusing on high quality customer service.

Key Duties and responsibilities

- Actively collaborate with peers to continuously provide best in class service to all customers.
- Works with the Director of Sales in the preparation of sales targets for the assigned territories.
- Develops a plan to execute on agreed upon sales targets.
- Develops and executes a plan to penetrate targeted market segments and customers.
- Actively sells the TCD program to potential new customers and sell additional products/programs to existing customers.
- Maximizes sales through promoting the full product line-up.
- Effectively communicates with the Operations Team and the Customer Service / Inside Sales Team to ensure delivery of best in class service to all customers and Operational Excellence.
- Contributes to the overall development of TCD's sales strategy, sales tools, continuous improvement and best practices.
- Maintains a robust pipeline. Keep eyes open for new business at all times and approach as soon as possible to guarantee securing the account prior to competitors.
- Works frequently in the assigned field territories with Area Sales Managers and Account Sales Representatives to coach and develop current accounts.

Key Qualifications & Requirements

- Completion of secondary education at the minimum
- 2 - 3 years experience in Sales leadership managing sales teams

- 5+ years of progressively responsible sales/sales management experience in food/beverage/DSD/package goods industry preferably handling premium brands
- Sales/Account management experience
- Demonstrated track record of achieving sales targets
- High energy, results-oriented and focused on success
- Solid networking capability
- Polished and professional business approach
- Strong computer skills, aptitude for numbers and great attention to detail
- Demonstrated ability to coach, mentor and develop others
- Ability to travel within the assigned territory
- Familiarity with CRM Systems a plus
- Previous experience in the ice cream industry an asset

Our Staff Enjoys the Following Benefits

- Competitive salary and bonus plan
- Generous Health Benefits: Medical, Dental, and Vision coverage after 60 days of employment
- 401(k) Contribution – Employer Matching Program after 6 months of employment
- Disability and Life Insurance
- Paid Time Off and Holidays
- Career Advancement Opportunities

Interested?

To be considered for the above opportunity, please send an up-to-date resume through Indeed.

To learn more about us, please visit us at www.transcold.com