

REGIONAL SALES DIRECTOR at *Crumdale Partners*

FULL TIME | REMOTE available in NC, GA, FL, OK, TX, and other regions | ENTRY-LEVEL

IDEAL CANDIDATE

The ideal candidate for the Regional Sales Director (RSD) role at Crumdale Partners is a motivated, team-oriented professional with a strong work ethic and an eagerness to learn. They should be comfortable working in a fast-paced environment, possess strong networking skills, and demonstrate a keen attention to detail. Candidates should be willing to push potential clients to secure deals and work around conflicts to acquire new business. Experience with territory planning, proactive outbound sales calls, and managing a long sales cycle is essential. Proficiency in Salesforce (or similar CRM) and Excel is required.

Compensation/Benefits

Competitive base salary plus commission
Benefits package including health, dental, vision insurance, and 401(k)

Education/Experience

- Proven experience in a sales role, preferably within a similar industry.
- Bachelor's degree in Business, Marketing, or a related field is preferred.
- Experience with Salesforce (or similar CRM) and proficiency in Excel.

Required Skills

- Strong networking and relationship-building skills.
- Excellent verbal and written communication skills.
- Ability to work independently and as part of a team.
- High attention to detail and strong organizational skills.
- Ability to thrive in a fast-paced environment and manage multiple priorities.

Primary Functions

- **Networking:** Developing strong broker partner relationships and expanding the company's reach.
- **Sales Planning:** Creating and executing territory plans to achieve sales goals and quotas.
- **Outbound Sales:** Proactively making outbound sales calls to potential partners.
- **Sales Cycle Management:** Managing long sales cycles and ensuring the timely progression of deals.
- **CRM Management:** Utilizing Salesforce (or similar CRM) to track and manage sales activities and pipeline.
- **Travel:** Traveling as needed to meet with partners and develop relationships.

Location

- **Remote Workplace:** Enjoy the flexibility of working remotely.
- **Collaborative Atmosphere:** Join a team that values teamwork and open communication, fostering a supportive and inclusive work culture.

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