

Regional Sales Manager – TRC LLC

TRC, the Wholesale division of TransAxle LLC is a leading remanufacturer of heavy duty truck transmissions, differentials and hydraulic components, is seeking an experienced Regional Sales Manager in the Southeast region of the U.S. (Atlanta, Birmingham, Orlando etc.).

Key Responsibilities would include but are not limited to:

- Present a Professional appearance/image of TRC
- Utilize a CRM (Customer Relationship Management) tool to manage your own region
- Manage relationships with key OE Dealers, Independents and other wholesale entities
- Spend approximately 50% of your time servicing existing Customers and 50% Prospecting new business opportunities
- Represent your customers' needs within the company to ensure maximum satisfaction
- Actively manager quoting situations to grow the business
- Make corporate presentations and become fully capable of managing our proprietary DTD (Drive Train Decoder) software. This includes training sessions for all customers

Desired Qualifications:

- 5-7 years of experience calling on OE Truck Dealers or Independent Distributors
- Above average PC skills and understanding PC systems
- Mechanical aptitude and experience in automotive or truck mechanics
- Previous sales experience, particularly in a truck environment
- Ability to perform general organizational and administrative duties.
- Willingness to travel 2 – 3 nights per week

Competitive salary along with a benefits package which includes:

- Medical and/or Dental Insurance
- Company-paid Life Insurance
- Paid vacation, sick and personal time
- Paid holidays
- 401K plan