



Regional Sales Manager – Northeast

About MBM

MBM has been a trusted leader in providing innovative Print Finishing Solutions for over 80 years. Our commitment to quality and customer satisfaction has solidified our reputation as a reliable partner in the industry. We are seeking a dynamic Regional Sales Manager to join our team and drive growth in the Northeast region.

Job Overview

As our Regional Sales Manager, you'll be instrumental in promoting MBM's extensive line of print finishing solutions, working closely with our established network of dealers throughout the Northeast. This role requires an individual who can identify and implement innovative strategies to expand our market presence and grow their territory.

Key Responsibilities

- Actively promote and sell MBM's Print Finishing Solutions to meet or exceed sales targets.
- Manage and support a network of dealers, ensuring strong partnerships and consistent performance.
- Develop and implement innovative strategies to increase territory sales and market share.
- Attend industry trade shows and deliver compelling equipment presentations to prospective clients.
- Provide training and ongoing support to dealers to enhance their product knowledge and sales capabilities.
- Monitor market trends and competitor activities to identify opportunities for growth.
- Collaborate with internal teams to ensure seamless customer experiences and timely resolution of issues.

Qualifications

- Bachelor's degree in business, or a related field (preferred but not required).
- Proven sales experience, preferably in the print finishing or related industry.
- Strong relationship-building and networking skills with a track record of working with dealers or distributors.
- Excellent presentation and communication skills, both verbal and written.
- Ability to travel within the region for trade shows, dealer visits, and client meetings.
- Self-motivated, results-driven, and able to work independently with minimal supervision.
- Proficiency in CRM software and Microsoft Office Suite.



Benefits

- **401K Plan:** MBM fully matches your first 5% contribution, helping you secure your financial future.
- **Comprehensive Health Insurance:** 100% paid by MBM, a rare and valuable benefit in today's workplace.
- **Transportation Support:** MBM will provide an allowance to support your travel needs.
- **Promotional Budget:** Access to funds to support territory management and growth initiatives.
- **Supportive Work Environment:** Join a stable, successful, small company that values its employees and fosters a collaborative culture.

Why Join MBM?

At MBM, you'll be part of a close-knit team dedicated to delivering exceptional Print Finishing Solutions. Our small company atmosphere means your contributions are valued, and you'll have the opportunity to make a significant impact. With industry-leading products, robust support, and unparalleled benefits, MBM offers a rewarding career for driven professionals.