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## **Triumph Motorcycles America- Northeast Regional Sales Manager**

***Go Your Own Way. Get your career on the right path.***

**Triumph Motorcycles America, Ltd, one of the fastest growing motorcycle companies in the USA, is looking for a driven, intelligent, creative, and experienced individual to join our Sales Department in the position of Northeast Regional Sales Manager. Over the past several years Triumph Motorcycles has rapidly expanded and proven to be the top European on-road motorcycle brand in the USA. We have much to offer for the right qualified applicant.**

**Position:** Regional Sales Manager (RSM)

**Department:** Sales

**Reports To:** Eastern Field Operations Manager

**Summary:** The Regional Sales Manager (RSM) will build relationships with dealers in the region by assisting them with their sales and profits growth, as well as achievement in sales goals and objectives. To accomplish this, the RSM must maintain a strong knowledge of sales, monitor motorcycle marketing trends, analyze the local market, identify sales opportunities in the area and manage their relationship with the dealers. The RSM is instrumental in counseling dealers to improve their profitability, sales, and customer satisfaction.

### **Essential Duties and Responsibilities**

Other duties may be assigned.

- Manage business relationships with approximately **27** dealers through regular visits, email and phone contact.
- The dealers that encompass this Northeast Region are located in CT, ME, MA, NH, NJ, NY, and VT.
- Identify dealer prospects and new opportunities in the region. Work with Dealer Development to help new dealers get up to speed quickly.
- Travel within assigned territory to call on regular and prospective dealers to solicit orders or speak with dealers on sales floor or by phone.
- Ensure Triumph brand identification is equal to or greater than that of any other brand, both on the interior and exterior of the dealership.
- Responsible for wholesale sales in the region of motorcycles, accessories and clothing.
- Ensure dealers operate within the framework of and adhere to the requirements and policies set forth in the Triumph Sales and Service Agreement.
- Initiate recommendations for dealer improvement activities or termination procedures.
- Assist credit department with delinquent accounts as necessary.
- Prepare various weekly reports including expense reports, dealer call reports as required and in a timely manner.
- Ensure dealership personnel participate in appropriate Triumph training courses.

- Monitor dealer CSI in an ongoing effort to assist dealers to improve their scores and relationship with their customer base.
- Advise dealer regarding facility location, design, and layout.
- Ensure dealer and dealership staff understands all Triumph programs.
- Ensure dealership use of Triumph advertising, co-op dollars and P.O.S. materials.
- Establish ongoing, in house retail sales training on Triumph motorcycles, accessories, and clothing.
- Assist dealers in acquiring the best sources of retail financing.
- Obtain and distributes regular industry and competitive company/product/program information.
- Develop and maintains relationships with dealer contacts.
- Stay current on trends/market conditions within assigned territory.
- Represent Triumph at trade shows and attends/ supports local consumer events.

### **Qualifications/ Experience**

To ensure effective region management, the minimum qualifications below are required.

- Must have minimum 3-5 years of direct sales experience.
- A college degree in Business or Marketing is preferred but not mandatory.
- Field sales operations, motor sports retail sales and prior management experience is a plus.
- Triumph Motorcycle enthusiast.
- Must possess comprehensive product and business knowledge in related motorcycle/utility vehicle industry.
- Must be a driven, highly motivated self-starter and be able to multitask in a very busy work environment.
- Candidate should possess exceptional organizational skills, attention to detail and be able to multitask.
- EXTENSIVE regional travel and occasional international travel is required.

### **Computer Skills**

Strong computer skills are required for this position.

- Microsoft Excel
- Microsoft Word
- Microsoft PowerPoint
- Microsoft Outlook

### **Other Skills and Abilities**

- Candidate must be able to achieve sales goals with minimum direct supervision.
- Needs to be a self-starter and always exhibit a professional appearance.
- Should be able to demonstrate strong communication and problem solving skills.
- Must demonstrate a high energy level coupled with a strong work ethic.

**Other Qualifications**

- Candidate should be located in the North East region of the US.
- Candidate must be able to begin work immediately.
- Candidate must have a valid motorcycle license and clean driving records

To submit your application, please submit your resume' with cover letter and salary expectations to:

Email: [humanresources@triumphmotorcycles.com](mailto:humanresources@triumphmotorcycles.com)

Please indicate "Triumph Northeast Regional Sales Manager" in the subject line of the email.

Mailing Address:

**Attn:** HR Manager

Triumph Motorcycles America, Ltd.

385 Walt Sanders Memorial Drive, Suite 100

Newnan GA 30265

**No phone calls please.**

*Triumph Motorcycles America is an Equal Opportunity Employer committed to providing equal opportunity employment to applicants and employees without regard to race, religion, creed, age, sex, weight, height, marital status, disability unrelated to an individual's ability to perform adequately, national origin citizenship, ancestry, or any other characteristic protected by law.*