

ROCKFORD CORPORATION

COMPANY: Rockford Fosgate

JOB TITLE: Regional Sales Manager - Motorcycle

REPORTS TO: Global Sales Manager

JOB SUMMARY:

Under the direction of the Global Sales Manager, the Regional Sales Manager will be responsible for sales of multiple product lines across designated USA channels and markets. Will also be responsible for developing and maintaining relationships with all sales partners, marketing, product development, credit, forecasting, and account analysts.

SUMMARY OF KEY RESPONSIBILITIES:

- Develop and implement market strategies and sales programs to meet business objectives.
- Identifies and approaches key or strategic partners and sets short- and long-term sales plans with those customers.
- Travels aggressively to gain new business, establish relationships, and grow sales with existing customers.
- Maintains close relationships with distributor and retail customers in order to develop business strategies that are beneficial to Rockford Corporation. Includes communication with account executives, buyers, inventory analysts, product planners, advertising, and merchandising as needed.
- Develops sales campaigns to accommodate goals of the company and works closely with dealers and distributors to promote products, brands, and culture.
- Assists the planning department in developing an annual sales forecast for sales channel.
- Routinely communicates with internal teams to propose product or service enhancements and to provide feedback from the aftermarket distributors and dealers.
- Maintains a high level of product knowledge.
- Represents the company at various trade events, community functions, and business meetings to promote the company.

QUALIFICATIONS:

- Minimum of five years of sales experience in automotive or electronics sales
- Factory level sales management experience required
- Regional sales manager or National Rep experience preferred
- Excellent communication, presentation, and negotiation skills required
- Requires a highly organized individual
- Self-motivated and commitment to meet or exceed deadlines
- Relationships in the motorcycle and off-road motorsports industry is a plus
- Requires PC skills and experience with Microsoft Office software
- Expertise using Windows Office Suite, General PC Skills
- Requires minimum of a high school diploma, Bachelor's degree preferred

Please submit your resume and cover letter to Jobs@rockfordcorp.com