



## **Regional Marketing Manager**

### **Position Summary**

Reports to the President of Heli Americas. The position is responsible for the identification, acquisition and continuing development of material handling dealers to represent the Heli product line within their specified geographic region.

### **Responsibilities**

- Within assigned geographic region identify, recruit and establish financially sound dealers to represent the Heli product line.
- Assist in the development and implementation of sales / marketing training programs to educate dealer's sales and support staff.
- Provide assistance to the regional dealer network staff involved in the direct sales of Heli product to the retail customer base.
- Manage all territory activity within the budget provided. Prepare timely and accurate expense reports.
- Provide input during the development and assist with the production of marketing incentive programs focused on increasing the market penetration of the Heli product line.
- Special projects as assigned

### **Qualifications**

- A minimum of a BS degree or a minimum of 5 years equivalent work experience within the material handling industry.
- Strong Microsoft Office skills (Word, Excel, PowerPoint and Outlook)
- Experienced in desktop publishing software such as Adobe Illustrator and Photoshop.
- Excellent organization and communication skills
- A motivated, self-directed, self-starter who can take on multiple projects at the same time and prioritize with minimal supervision.
- Energetic, willing to take on new projects; ability to Multi-task

### **Work Experience**

At least 5 years direct material handling experience in positions of increasing responsibility. Experience should include direct retail sales experience combined with sales management responsibility. Experience with Marketing programs and the design of collateral sales materials would be a positive attribute.

**To apply, click the "Apply Now" button on our Careers web page and attach your resume to the email.**

**2005 Fletcher Creek Drive, Memphis, TN 38118**

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