



**Position: Regional Sales Manager / Southeast**

**Purpose:** The Regional Sales Manager (RSM) / Southeast will achieve commercial growth goals for CV International (CVI) by establishing new, profitable business relationships along with maintaining and growing existing customers. The RSM will professionally represent the company in the Southeast Region, engaging prospects, clients, and industry stakeholders to develop opportunities for future growth.

**Qualifications:**

- Sales experience in freight forwarding, NVOCC, air freight, customs brokerage and various 3PL services.
- Well rounded knowledge of international transportation; experience selling customs brokerage service is desired.
- Relationships with import / export shippers in the Southeast region.
- Ability to develop a well-balanced sales pipeline composed of opportunities at various stages (lead / prospect / customer), deal sizes and service types.
- Solutions aptitude to move prospects and customers up the value chain to increase margins and switching costs.
- Ideal candidate is a source of industry expertise, keeps abreast of trends / best practices, and can credibly make global logistics and supply chain recommendations.
- Excellent oral and written communication skills with the drive to network and develop new relationships.
- Good organizational skills and attention-to-detail, with the ability to serve internal and external stakeholders in a timely and professional manner.
- Self-motivated and works well within a team structure to achieve collective goals and positive results.
- Responsible management of expenditures and mindful of sales return on investment.
- Bachelor's degree preferred.

**Responsibilities:**

- Meet annual sales growth goals through addition of new, profitable business.
- Professionally represent CVI in the Southeast region, primarily West of I-95 throughout the Carolinas, Southwest VA, WV, and East TN. Potential to expand the sales territory based on the RSM's customer relationships, desire, and company need.
- Develop leads / new relationships and solicit qualified sales opportunities amongst prospective accounts.
- Maintain and grow existing customers including regular sales visits, entertainment, and conducting QBRs.
- Work with pricing department to coordinate, prepare, send, and follow up on rate quotations to prospects & clients.
- Develop detailed logistics, forwarding and customs brokerage solution recommendations and proposals.
- Implement new customers to ensure service excellence including completed / signed onboarding documentation and standard operating procedures (SOP).
- Attend trade shows and networking functions.
- Sales Reporting to Management: weekly sales details and monthly opportunity pipeline.
- Maintain detailed notes on sales progress with each client or prospect, record in CRM.
- Participate in weekly sales meetings with CVI's Commercial Team.
- Submit monthly expense reports.

**Organizational Structure:**

- Reports to Vice President Business Development & Sales

**Compensation & Benefits:**

- Salary commensurate with experience plus commission and bonus program.
- Benefits include health & other insurance, paid vacation & sick leave and matching 401(k) plan.
- Company phone, laptop, and tablet.
- Car allowance.