



EAGLE

Regional Account Manager – Mountain Territory

About Us: With over 30 years of experience, Eagle Industries is a leader in jobsite protection solutions. Eagle is committed to ensuring the safety and productivity of customers across diverse jobsites by supplying top-quality products and solutions. We are on a mission to maintain the highest standards of site safety through our extensive range of offerings.

The Role: As a Regional Manager for the Mountain Territory, you will help enable customer retention through effective account management activities. This role will be a combination of account management and targeting growth opportunities within the existing customer base. You will oversee a portfolio of assigned customers, develop new business from existing clients, actively see new sale opportunities, and play a critical role in inventory forecasting. This role reports to the National Sales Manager.

Job Responsibilities:

- Serve as the lead point of contact for all customer account management matters within the region.
- Build and maintain strong, long-lasting customer relationships.
- Ensure the timely and successful delivery of our products and solutions according to customer needs and objectives.
- Develop new business with existing customers and/or identify areas of improvement to meet sales quotas.
- Clearly communicate the progress of monthly/quarterly initiatives to internal and external stakeholders.
- Travel within the region to build and maintain customer relationships.
- Communicate regularly with management regarding inventory needs for the territory.
- Maintain customer database within your assigned region.
- Conduct competitive market research and analysis.

Job Requirements:

- Required: Bachelor's degree or equivalent experience.
- Minimum of 4+ years' of experience.
- Experience delivering customer-focused products and solutions to customer needs.
- Excellent communication, negotiation, and interpersonal skills.
- Familiarity with various sales techniques and pipeline management.
- Highly organized and a strong attention to detail.
- Must be flexible, creative, and open to new tasks as needed.
- Solid experience with CRM software (e.g. Salesforce, HubSpot, White Cup) and MS Office (Word, Excel, PowerPoint).

As an equal opportunity employer, we consider applicants for all positions without regard to race color, religion, creed, gender, national origin, age, disability, marital or veteran status, or any other legally protected status.