



**CSS Distribution Group**



**Pallet Solutions**

**INC**

a CSS Distribution Group company

## **Regional Sales Manager – Multiple Territories**

CSS Distribution Group is a growing company seeking three seasoned sales professionals to join our team as Regional Sales Managers. We are expanding rapidly and looking for experienced candidates ready to take on the challenge of driving growth in the pallet, packaging, and lumber industries. If you're a seasoned pro with a track record of success, we want to hear from you!

### **About CSS Distribution Group:**

We are a leader in providing innovative pallet and packaging solutions, partnering with multi-location national accounts to optimize their operations. A customer-first philosophy drives our team, and we're committed to creating value through cutting-edge solutions.

### **Available Territories:**

1. Kentucky, Tennessee, Southern Indiana, Southern Ohio
2. Texas, Oklahoma, Arkansas, Kansas
3. Illinois, Missouri, Iowa, Wisconsin, Minnesota
4. Michigan, Northern Ohio, Northern Indiana, Eastern Pennsylvania

### **Compensation:**

- Starting Salary: \$55,000 - \$75,000 (based on experience)
- Commission and bonus structure to significantly increase your earning potential.
- Car allowance and company credit card for business-related travel.
- Comprehensive health and dental benefits and 401k with company match (first 4%).

### **Preferred Qualifications:**

- 3-10 years of experience in the pallet, packaging, or lumber industries.
- Bachelor's degree in business administration, marketing, or a related field (preferred) or equivalent experience.
- Proven success in sales, with strong negotiation, communication, and relationship-building skills.
- Experience working with CRM platforms and other digital sales tools.
- Willingness to travel extensively within your territory.
- Strong organizational skills with the ability to prioritize and meet deadlines.

### **Key Responsibilities:**

- Drive sales growth in your assigned region, building relationships with key decision-makers.
- Develop and execute sales strategies to penetrate new markets and expand the client base.
- Conduct client visits and product demonstrations and offer customized solutions to meet customer needs.

- Collaborate with internal teams, including purchasing and customer service, to ensure timely order processing and delivery.
- Negotiate contracts and close sales, maintaining long-term customer relationships.
- Provide sales forecasts and activity reports to management.
- Stay informed of market trends, competitor activity, and product knowledge to maintain a competitive edge.

### **Why Join CSS Distribution Group?**

- Be part of a rapidly growing company with the opportunity to make a significant impact.
- Competitive compensation with unlimited earning potential.
- A supportive and collaborative environment where your contributions are valued.

**Ready to grow with us? Apply today and become part of a company where your experience and ambition will lead to success!**