

## Regional Sales Manager (RSM):

We are seeking qualified candidates to provide leadership in the development of our people, our services and our processes. Each RSM is responsible for supporting and driving sales efforts of the account executives in multiple offices. This leadership role requires an understanding of how to motivate and engage employees to develop the full potential each person has to offer.

### The Regional Sales Manager is responsible for:

<p><b>Territory Development</b></p>	<p>Lead account executives to grow their own territories to obtain new business via prospecting, qualifying, account management, selling and closing. Manage multiple offices with 2-4 account executives per office.</p>
<p><b>People Development</b></p>	<p>Work with the individual account executive in developing their growth at SEI. Discover how each individual contributes to the team and bring that talent and skill to its highest potential. Assist in developing a cohesive team environment in which everyone is working towards common goals. Coach-Teach-Mentor sales team.</p>
<p><b>Recruiting</b></p>	<p>Work with our recruiter to ensure we are staffing each office with the right team. Assist with conducting interviews for members of the sales teams and work with leadership at each office to drive the recruiting processes. Analyze staffing levels and project hiring trends to help predict proactive recruiting needs.</p>
<p><b>Business and Process Development</b></p>	<p>As a member of our leadership team, the RSM is involved in process development and ongoing improvement for the company, as well as for the sales team. Participate in strategic planning meetings. Manage multiple priorities and projects within multiple teams to ensure goals are achieved.</p>

### Requirements

- Must have successful management track record
- Bachelor Degree preferred
- Must be self-starter and be able to initiate and complete tasks with minimum supervision
- Exceptional organizational and follow-through skills
- Excellent communication and presentation skills

### *Interested?*

If your skills and positive attitude are a good fit for SEI, [please apply](#) today.