

Regional Sales Manager - Northeast

Outside Sales Position based in the Northeast- US

Your responsibilities

The Regional Sales Manager for the Northeast will report to the CEO-The Americas and will be responsible for the following activities within their sales territory:

- Account Management
 - Develop and maintain professional relationships with existing Oris customer base
Ensure that mutually set forth sales targets are met or exceeded
 - Visit accounts on a regular basis in a structured cost-effective manner
 - Maintain assortment plans for each account and review at each visit
 - Act as the main point of contact for customers and coordinate requests with the home office
 - Participate in marketing planning for accounts and help facilitate co-op advertising plans
 - Document all account management activities in company CRM system
- Prospective account management
 - Identify and open new independent accounts in line with overall brand guidelines and strategy
 - Ability to report progress and maintain a methodically approach through the use of the company CRM system
- Point of Sale
 - Ensure that brand POS guidelines are maintained at the store level and the product is merchandised to the highest standards
 - Pursue opportunities for improved visual presence in store including 2nd POS, better positioning, special windows, duratrans etc at each visit
- Events
 - Plan and execute events with retail account base
 - Develop relationships with local watch enthusiast communities and execute events to showcase product.
 - Help plan and participate in Airstream events within sales territory

Oris is an independent Swiss watch company based in Hölstein, where we've been making beautiful, timeless, high-functioning mechanical watches for more than 120 years. And that's a joy for us, a joy we want to share with you, today's world citizens.

- Training
 - Train retail store staff (through both formal and informal methods) to ensure they are knowledgeable about the product and can relay the brand story.
 - Develop and execute training plans using the CRM system
- Deliver incentives and ensure that store staff are motivated to sell Oris

Whom we are looking for

The ideal candidate will be an energetic self-motivated individual who can take initiative and work independently. They will possess:

- 3 to 8 years of sales experience; bachelors degree preferred
- Ability to travel to accounts on a regular basis (weekly overnight travel required-90 % travel) and to other tradeshow and company events (both domestic and international)
- Strong organizational/time management skills, strong communication skills (written and verbal) and the ability to follow up timely with customers
- A demonstrated proficiency with MS office programs (Outlook, Excel, Word, PowerPoint), relevant social media platforms including Instagram; and experience with CRM systems
- Ability to submit weekly call reports and expense reports
- Willingness to submit to a background check and drug screening
- Watch enthusiasts with former sales experience highly encouraged

Your contact

Are you excited to work in a dynamic, international environment?
Please send us your application to info@oriswatchesusa.com.

Oris Watches USA
info@oriswatchesusa.com