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Ake safety equipment sales salary

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AKE Safety Equipment RSM Job Description About the company: AKE Safety Equipment (AKE.com) was founded in 1989 and has developed into a market-leading manufacturer of fire protection equipment. We work at the national level with a large network of sales people and dealers. AKE Safety Equipment – manufacturer of STOP-FYRE® The world's best fire extinguisher® – is currently looking for a regional sales manager to expand a team of successful external sales representatives in a designated region of the USA. Our target customers are farmers in all agricultural areas of the United States. The mission and values of LFS are simple: we are in business for the right reasons - to help people property, livelihoods and lives. DON'T APPLY FOR THIS POSITION UNLESS YOU'RE THE BEST! Job Description: The primary responsibility of a Regional Sales Manager (RSM) is to build the team needed to achieve his team's share of the overall result. Reach. Sales target in the budget. This position requires extensive travel through its designated area in rural areas (you will hardly recognize your own house!). This is a W2 position that includes a low base salary with a very high upweight (commission and significant performance bonuses). 3 Key RSM attributes: 1) Know what it really means to lead and achieve results. 2) Is extremely competitive and thrives in a healthy competitive environment. 3) It's all about the team, peers and the entire company, and is ready and able to do whatever it takes to help the team succeed. Specific responsibilities and skills: - Onboard, build and maintain a team of highly producing external sales representatives. - Responsible for the successful implementation of strategic business plans so that their team goals are achieved on a targeted and budget-based level. - Responsible for the continuous evaluation of the performance of each team member with the ability to coach and develop training and development needs, as needed. - Assess team morale and help maintain a positive corporate culture to ensure high retention rates and very low unwanted sales. - Building strong professional relationships that inspire loyalty and unwavering commitment to the AKE Core Focus - STOP-FYRE® on every farm in America (this is our WHY)! - Ability to manage a professional schedule on the road that requires availability to travel as needed - BIS to 90%. - Keep timely and accurate reporting on your entire team. - Brand promotion and protection. - Keep a pulse and professional knowledge of the industry. - Must focus heavily on continuous personal and professional improvement. - Dealer service and support. Qualifications: - Must be able to prove that they are a Champion Sales Leader and successful at The Building Champion Reps. - 5+ years related experience. - Experience in the management of 1099 independent contractors is a plus. Every RSM at LFS must be a leader who is: - 100% in line with our core values and realizes that a leader is not a popularity contest. - No whining or apology. - Have an overwhelming commitment and tireless commitment to our company and the success of your team. - Ridiculously passionate about our product, people (team & clientele), and process liability/development/improvement. - Unwaveringly loyal and understand that they are here for a greater purpose and believe that money (although a high priority) will follow as a result, but is not their cause and can compensate for this thinking. - A disciplined driver of themselves as well as of everyone around them. - Persistent & just don't let go until success is achieved. - Ready to invest a lot of time in each team member to coach and develop them to become their best. - Being able to evaluate and cut below-average repetitions without emotion clouding their judgment. - Willing & also to be a supporter of the larger team, to understand their place in the larger organization and to check their ego at the door. - Really obliged to process and not fly through the seat of their pants most of the time YET can still think quickly on your feet to be able to adequately deal with problems or opportunities that arise. - A representative of our entire team who would make us proud, whether on a farm, in a bar or in a boardroom. - Never learned and developed into a better leader and how they can be of more value/service to their sales team & employer. - Clearly what they want in life and have found that as RSM with LFS they can achieve what they want professionally. How do I get on with applying for an RSM role? - Apply below! - If you choose to conduct our interview process, be prepared to conduct a telephone interview and a face-to-face interview at our headquarters in Rochester, MN. This personally gifted interview includes a presentation to the AKE Leadership Group. We want to know exactly why you are the right person for our growing sales team and should have the opportunity to be part of a strong management group. More information and details will follow when this option is selected. United States Georgia Swainsboro Thomaston Kansas Colby Garden City Kentucky Madisonville Manchester Prestonsburg Tennessee Columbia Washington State Moses Lake Wisconsin Chippewa Falls Stevens PointPopular AKE Safety Equipment JobsAverage AKE Safety Equipment Outside Sales Representative figures in the United States is approximately 93,425 U.S. dollars, which is 38% above the national average. Salary information comes from 207 data points collected directly from employees, users and past and current job ads in the last 36 months. Please note that all salary numbers are approximations based on third-party submissions to the Indeed. These figures are in fact given to users only for the purpose of general comparison. The minimum wage may vary depending on your responsibilities, and you should consult your employer on the actual pay figures. Popular AKE Safety Equipment JobsSee AKE Safety Equipment Salaries collected directly by employees and jobs on Indeed.Salary information come from 217 data points collected directly from employees, users and past and current job advertisements on Indeed in the last 36 months. Please note that all salary numbers are approximations based on third-party submissions to the Indeed. These figures are in fact given to users only for the purpose of general comparison. The may vary depending on your responsibilities, and you should consult the employer on the actual pay figures. Pay. Pay.

