



Community Regional Sales Manager

Job Summary

Ritz-Craft Homes, based in Mifflinburg, PA is looking to grow the Community Division sales team. The Community Regional Sales Manager (CRSM) is assigned a territory and is charged with growing their book of business through B2B engagement and fulfillment. Success in this role is met by leveraging your network/contacts, sales skills, collaboration and teamwork skills, and business acumen for creating a successful customer experience. As a CRSM you will manage all aspects of your book of business with existing customers, and prospective customers cultivated through engagement, expanding product distribution within your territory. Please forward letters of interest and resume to Shaun Derck, Community Division Sales Manager at sderck@ritz-craft.com

Primary Responsibilities & Core Skillset

- Follow up on self-generated & organically generated B2B sales leads
- Manage all aspects of territory customer relationship(s)/engagement(s)
- Ability to read blueprints, create estimates and sales presentations
- Moderate computer skills
- Strong customer service focus
- Strong intrapersonal and interpersonal skills
- Knowledge of the construction or building products industry(s)
- Excellent verbal, non-verbal, written, and visual communication skills

Experience

- Valid driver's license
- 3 years outside sales
- 3 years negotiation
- 2 years budget & planning
- 2 years business planning and outline
- 2 years sales presentations
- 2 years reading and creating sales based reports
- Customer Relationship Management (CRM) systems
 - Familiarity with manufactured housing a plus
 - Hubspot software a plus

Company Details

Ritz-Craft is the largest family-owned, off-site, modular home manufacturer in the United States. Although our company is large in size and reach, our core focus is on our People, Partnerships, & Performance (PPP), and remains family focused with our 3rd generation of leadership at the helm. Our offsite construction process can produce efficient repetitive builds and/or fully custom homes, all in an environmentally controlled atmosphere, decreasing costly environmental impacts onsite, and increasing quality in both workmanship & material storage through our strategic partnership in projects. Our family of companies includes both residential and commercial volumetric modular construction offerings, a full commercial transportation division, a competitive wholesale building products distribution center, a semi-custom cabinet company, and a fine dining and accommodations venue at the Rusty Rail.

Benefits

In addition to quality and safe working conditions, competitive wages, and employee career growth opportunities, we offer a benefits package that is among the best in the industry. Our comprehensive benefits encourage our employees and their families to build a lifelong relationship with us.

- Affordable Health Insurance
- Dental and Vision Plan
- 401(k) with 4% company match
- Life Insurance