



**Job Title:** Regional Sales Representative

**Job Summary:** Tropic Marin USA is looking for a Sales Representative to work within the Northeast Region of the US (Maine, Vermont, New Hampshire, Massachusetts, Connecticut, New York, Pennsylvania, Rhode Island, New Jersey, Maryland, Delaware and Virginia), meeting sales goals and generating leads. This position requires traveling for approximately 3 weeks each month, visiting pet stores with a focus on aquatics and assisting at national aquatic Trade Shows.

**Key Responsibilities:**

- Build brand loyalty with the stores through consistent follow up, integrity, honesty, communication and informed knowledge with distributors, store owners, aquarium professionals and hobbyists.
- Visit existing accounts in person, answering questions, resolving issues, answering or relaying technical questions, taking orders and transferring those orders to the appropriate distributor.
- Following up with stores in the Preferred Dealer Program in relation to the requirements for the program.
- Visiting new stores to place the Tropic Marin product line in additional outlets.
- Educating store owners and hobbyists about the benefits and advantages of different Tropic Marin products.
- Make phone contact with stores that are not visited in person that month to answer questions, take orders, inform the store owners of that month's specials, and check availability of Tropic Marin products to them.
- Relay any concerns, questions, availability issues, hobbyist issues, or any other information that can affect the brand's standing, directly to the office in a timely manner.
- May be required to travel out of the region for various events during the year.
- Update customer information and prepare monthly reports for the office.

**Qualifications:**

- Minimum 3 years' experience in sales.
- Must have 2+ years of aquarium experience.
- Must own a reliable automobile and have auto insurance with an excellent driving record.
- Experience using computers for a variety of tasks with a competency in Microsoft applications including Word, Excel, and Outlook.
- Must be an effective communicator who is able to convey both written and verbal messages clearly and concisely, reliable and punctual with an excellent work ethic and a high degree of professionalism.
- Strong organizational and follow-up skills with the ability to prioritize and manage multiple tasks.
- Must have the ability to work both independently and as a member of the team.

**Compensation:** Salary plus sales goal bonuses, travel allowances including automobile mileage, hotel and meals.

Email resumé to [office@tropicmarin-usa.com](mailto:office@tropicmarin-usa.com) for a first-round phone interview appointment.