



Commercial Bus Regional Sales Manager-Lexington, KY

Central States Bus Sales is currently hiring a Commercial Bus Regional Sales Manager for our **Lexington, KY** location. This sales position is ideal for someone who is interested in building a career in the passenger transportation vehicle sales industry. The qualified candidate will be a results-oriented, hard-working individual, willing to travel and able to build long-term relationships.

Responsibilities:

- Establish, develop and maintain relationships with current and potential customers within the assigned territory through walk in sales calls and appointments
- Present product information in-person and over the phone to existing and potential customers
- Build relationships and educate customers on our products and services
- Work with customers to find solutions to their problems
- Prepare bids for customers, this includes determining what products are appropriate for the customer
- Receive orders from customers and complete the order process to ensure delivery
- Maintain customer accounts in company database
- Attend conferences and trade shows to promote our product (Some weekend travel may be required)
- Check in all new buses for order content and quality upon arrival
- Check in trade in units
- Organize and maintain lot

Requirements:

- Associates Degree or a minimum of two years in field sales experience
- Must obtain a Class B Commercial Driver's License with Passenger & Airbrake Endorsement within 90 days of hire. Company will provide some training and assistance to help obtain CDL.
- The ability to connect with customers, the aptitude to understand the technical aspect involved with buses, and being dedicated to serving the customers' needs are essential towards personal and company success
- Prior sales experience in the automotive, truck equipment, mobility, and/or specialty vehicle industries is a plus
- Must be able to travel to customer locations (overnight travel is required)

Central States Bus Sales is a dealer for several manufacturers of school and transit buses. We are the largest Blue Bird School Bus dealer in the country. We have five locations covering five states and are headquartered in Fenton, Missouri. Please visit our website at www.centralstatesbus.com to learn more about our growing company.

Central States Bus Sales offers a competitive compensation package including base salary plus commissions, travel expenses, medical benefits, 401k, vacation, personal time, and holidays.

If you are interested in joining a growing, successful company, please forward your resume to hr@centralstatesbus.com.

AA/EOE