



School Bus Regional Sales Manager

Central States Bus Sales is currently seeking a Full-time **School Bus Regional Sales Manager** for our **Oswego, IL** location, to cover territory in Northern Illinois. 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:

- Travel assigned territory to create and maintain relationships with school district decision makers- Superintendent, Transportation Director and Mechanic.
- Build relationships and educate customers on our products and services.
- Work with customers to develop specifications and prepare them for customers' use. Communicate and work with customers to find solutions to their problems and needs.
- Utilize CRM/ERP, Netsuite, on a daily basis to help manage sales territory - update customer records, bid tabs, opportunities, cases, forecasts, quotes, etc.
- Perform all bus bids in territory. Approve final acknowledgements to ensure accuracy of delivered product. Fill out work order forms and check in any used buses sold.
- Receive orders from customers and complete the order process to ensure delivery.
- Maintain customer accounts in company database
- Attend various conferences and trade shows to promote our products and service.

Requirements:

- 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, preferred
- Must be able to travel to customer locations (overnight travel is required)
- Bachelor's Degree, preferred
- Must obtain and maintain a Class B Commercial Driver's License with Passenger & Airbrake Endorsement within 90 days of hire. Company will provide some help to obtain CDL.

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 interested in joining a growing, successful company, please submit your resume to hr@centralstatesbus.com.

EOE/AA