

Please email resumes to:

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Regional Sales Manager – New England Job Description

The Quinlan Companies is an 80-year-old company that provides a wide array of records management services including storage for electronic records, medical records, x-ray files, business and legal documents. In addition, we also provide scanning and digitizing of documents and radiology films, photographic waste management, as well as confidential, secure shredding.

Position Description:

The Quinlan Companies has an opportunity available for a Regional Sales Manager servicing the New England region.

The qualified candidate will be responsible for the sale and implementation of our records storage and management services including the digitalization of radiology films, document scanning, web-based electronic document storage and certified shredding services.

Responsible for direct account management for current customers and the development of new accounts. This position requires extensive prospecting for new business, building a network and pipeline of new accounts and prospects. The selected candidate will be expected to increase sales volume, expand and foster long term customer relationships and provide timely reports on all sales activity, market events or changes that affect the business.

Qualifications include 5+ years sales experience and a working knowledge of records management including physical and online storage and/or document conversion from analog to digital.

Minimum of a Bachelors degree is strongly preferred. Must have the ability to manage assigned territory independently to achieve maximum profitability, via price proposals and written agreements. Knowledge of GSA schedules is a plus.

Base salary commensurate with experience, plus commission. We offer a competitive and comprehensive benefits program including medical, dental, and life insurance; short term

and long term disability insurance; 401k savings plan with company contribution; tuition reimbursement; holidays; vacations; and sick pay.

We are considering all candidates. No relocation package. No agencies or phone calls, please. Only those candidates whose experience best meets our requirements will be contacted.