

Regional Sales and Marketing Operations Specialist (Woodland Park, NJ)

Regional Sales and Marketing Operations Specialist will direct regional sales and marketing operations; apply industrial engineering principles to optimize sales operations, analyze market and distribution efficiency, improve workflow between sales and logistics teams, forecast demand, evaluate performance metrics, and implement process improvements; develop sales strategies and market expansion plans; prepare budgets, KPI reports, and performance evaluations; identify new business opportunities and improve regional profitability; report operational and revenue performance to executive management; evaluate regional customer needs and recommend strategic adjustments to improve sales conversion and customer retention; coordinate with senior management to align regional sales objectives with company-wide operational goals; review sales processes and recommend procedural improvements to reduce inefficiencies and support scalable growth; monitor competitor activity and market developments to support informed business planning and regional expansion.

Bachelor's degree in Industrial Engineering, Business Administration, Marketing, Management, or a related field is required. Send resume to Rubil Vural, President, 4 Andrews Dr, Woodland Park, NJ 07424.