



## **Regional Sales Manager**

For more than 130 years, J.C. Newman Cigar Co. and Arturo Fuente Cigar Co. have been crafting some of the world's most respected cigars. We are looking for a Regional Sales Manager who understands that selling cigars is about trust, storytelling, and being present. Whether in humidor aisles, at events, or across the table from customers who care deeply about the product they carry, you will represent our brands with passion and professionalism.

### **What You Will Do**

As a Regional Sales Manager, you will be the face of our brands in your territory. You will build lasting relationships with retail partners, grow existing accounts, open new doors, and bring our cigars to life through hands-on support and thoughtful selling.

You will be:

- Building and maintaining strong, long-term customer relationships
- Growing sales by supporting existing accounts and developing new opportunities
- Calling on retailers regularly and being present in your market
- Executing promotional events, tastings, and in-store activations
- Attending trade shows and industry events
- Share the story and tradition of our premium cigars with retailers and customers
- Representing our brands with pride, professionalism, and authenticity

### **Who You Are**

You are a natural connector who enjoys being in the field, having conversations, and earning trust over time. You understand retail environments, know how to merchandise premium products, and are comfortable managing a large territory independently. You reside in Arizona.

You likely bring:

- Several years of successful B2B sales experience
- Experience selling lifestyle or consumable products, ideally in spirits or similar categories
- Strong communication, organization, and time management skills
- A self-motivated, relationship-first approach to sales
- Willingness to travel extensively and work occasional nights and weekends
- A valid driver's license and ability to travel, including overnight stays



### **Why You Will Love This Role**

- You will represent legendary, family-owned brands with real heritage
- Build genuine, long-term partnerships with retailers and customers
- Bring your territory to life through storytelling and experiential selling
- Join a team that values craftsmanship, integrity, and the people behind the product

### **Benefits That Support You**

We offer a competitive benefits package including medical, vision, and dental coverage, a 401(k) savings plan with company match, company-paid life and short-term disability insurance, company-sponsored long-term disability, paid time off, and more.

### **Ready to Join Us?**

If you're passionate about telling our story, enjoy building relationships, and want to represent brands with a legacy, we'd love to hear from you. Please submit your resume to [hr@jcnewman.com](mailto:hr@jcnewman.com) or apply online at [www.jcnewman.com/careers](http://www.jcnewman.com/careers).

J.C. Newman Cigar Co. and Arturo Fuente Cigar Co. are proud to be Equal Opportunity Employers. We are a drug-free workplace and conduct pre-employment drug screening.