



Sales Manager – Coastal Regions

Job Description

Position Title:	Sales Manager – Coastal Regions
Department:	Sales
Reports To:	Director of Sales
FLSA Classification:	Exempt
Date:	03/13/2020

Job Summary

The **Sales Manager – Coastal Regions** represents the company in a professional manner in developing and implementing a sales strategy that yields a sustainable competitive advantage that translates into continued growth and profitability consistent with the company's strategic plan. Has a thorough understanding of our company's policies, procedures, products and services; understands the customer's business; communicates effectively with the customer and internal resources; and provides solutions to effectively serve the customer's needs.

ESSENTIAL FUNCTIONS

The following is an outline of the basic duties and responsibilities of the above-titled position. It describes the duties and responsibilities in the broad scope and is not intended to be all-inclusive. Individual(s) in this position may, from time-to-time, be assigned other duties as appropriate.

- Has a thorough understanding of the company's policies, procedures, products and services and capabilities to serve our customers.
- Develops and maintains effective working relationships with assigned customers while gaining an understanding of their businesses, organization, and needs.
- Develops effective relationships with appropriate internal company resources to be able to serve as a liaison in effectively serving our customers.
- Develops and implements a sales territory strategy that yields a sustainable competitive advantage that translates into continued growth and profitability
- Develops new target accounts consistent with the sales territory strategy.
- Meets or exceeds established sales objectives
- Effectively implements new programs and projects within the assigned sales territory.
- Partners with customer service and other internal company resources to solve order processing issues.
- Keeps the supervisor aware in a timely manner of any issues needing the supervisor's involvement as well as, any changes in customer or industry trends.
- Maintains timely and accurate records and reports, as required.

MEASUREMENT CRITERIA

- Level of understanding of our company's policies, procedures, products and services.
- Ability to develop and maintain effective working relationships with assigned customers.
- Ability to develop and maintain effective relationships with appropriate internal company resources.
- Success in developing and implementing an effective sales territory strategy.
- Success in developing new target accounts.
- Success in meeting or exceeding established sales objectives.
- Timeliness and effectiveness in responding to customer issues.
- Accuracy of record keeping and reports.
- Timeliness and effectiveness of communications with supervisor.

MINIMUM REQUIREMENTS:

- Bachelor's degree is required. Preferably in a technical field.
- Has three or more years of successful sales experience.
- Has excellent communication and interpersonal skills.
- Able to interact effectively with customers and internal company resources.
- Has developed and implemented an effective sales territory strategy.
- Has demonstrated success in developing new target accounts.
- Has demonstrated success in meeting or exceeding established sales objectives.
- Has excellent computer skills and is proficient with CRM and Microsoft Office programs.
- Has strong analytical, problem solving, and project management skills.
- Effective time management skills in prioritizing and addressing multiple tasks.
- High energy with a sense of urgency in responding to customer needs.
- High level of personal and professional integrity.
- Is committed to the company's values.
- Focused attention to detail in maintaining required records and reports.

Working Conditions

Environmental

Normal office conditions with frequent travel within assigned territory.

Physical/Mental

Must meet the physical demands and necessary mental alertness to frequently travel to and walk within customer facilities. Occasional lifting of up to 25 pounds.