

TBEI Job Description

Job Title: Distribution Sales Manager
Department: Sales Management
Reports To: VP/General Manager TBEI
FLSA Status: Exempt
Prepared By: Director of Human Resources
Prepared Date: August 16, 2017

SUMMARY

Manages sales and marketing activities of distribution sales organization by performing the following duties personally or through subordinate supervisors.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following.
Other duties may be assigned.

Develops and implements strategic sales plans to accommodate distribution brand sales goals.

Distribution sales forecasting activities and sets performance goals accordingly.

Reviews and directs the market analyses to determine customer needs, price schedules, and discount rates.

Directs staffing, training, and performance evaluations to develop and control sales program.

Directs channel development activity and coordinates sales distribution by establishing sales territories, quotas, and goals.

Advises Marketing department regarding sales and advertising techniques.

Analyzes sales statistics to formulate policy and assist distributors in promoting sales.

Directs product simplification and standardization to eliminate unprofitable items from sales line.

Represents company at trade association meetings to promote product.

Delivers sales presentations to key clients in coordination with sales representatives.

Meets with key clients, assisting sales representative with maintaining relationships and negotiating and closing deals.

Coordinates liaison between sales department and other sales related units.

Analyzes and controls expenditures of division to conform to budgetary requirements.

Assists other departments within organization to prepare manuals and technical publications.

Prepares periodic sales report showing sales volume, potential sales, and areas of proposed client base expansion.

Assists with product research and development

Monitors and evaluates the activities and products of the competition.

Recommends or approves budget, expenditures, and appropriations for research and development work.

SUPERVISORY RESPONSIBILITIES

Ideal candidate will lead the Territory Sales Managers (2), Product Brand Managers and Marketing Team

QUALIFICATIONS

1. Good communication and management skills when dealing with people.
2. Ability to plan and coordinate Support Team efforts to achieve company goals.
3. Bachelor's degree or equivalent plus five years Sales Management experience required.
4. Ability to continuously question and evaluate systems/procedures for the most efficient uses, better communications, and process improvements.
5. Ability to deal effectively with teams and customers promoting positive company image and ensuring the most advantageous relationships with customers is maintained.
6. Valid driver's license with good driving record required.
7. Strong reasoning and independent decision making skills required.
8. Ability to work with PC's (MS Office) required. Experience and good working knowledge of business operating system strongly preferred.
9. Must be a team player that works with other departments and/or facilities meet company goals and initiatives.

EDUCATION and/or EXPERIENCE

Bachelor's Degree – Business/Sales/Engineering
Inside and Outside Sales Management Experience
Experience with manufacturing products

Industrial and/or customer engineered products

Keen knowledge of truck equipment a plus