**SALES MANAGER**

The sales manager is a highly collaborative role that works daily to meet sales objectives. Coaches and evaluates sales staff to improve communication and reporting, maximize incoming revenue and integrate company core values.

**RESPONSIBILITIES:**

* Coaches team through daily sales behavior through cold calling, in person prospecting, qualifying and closing revenue production opportunities that align with business plan and market strategy
* Prepares and monitors sales budget/forecast. Develops and manages sales and support programs to ensure achievement of annual objectives
* Completely trained in the CRM and uses tool to coach sales team, forecast potential sales and measure results
* Assists with customer issues, acting as a support to sales team. Helps the sales team help themselves
* Recruits, hires, and trains qualified sales associates
* Oversees preparation of sales proposals and tools; participates in sales presentations as needed in order to ensure value to company as well as brand integrity
* Understands and communicates information regarding company products, services, and policies and procedures to sales associates
* Coordinates daily, weekly and yearly team strategic sales meetings
* Provides day-to-day guidance and oversight of Key Account Manager, Account Managers, and Calibration Account Manager; actively works to promote and recognize performance.
* Provides timely and accurate reports on a daily, weekly and monthly basis.
* Attends, organizes and participates in business/trade events as required.
* Oversees PTO Calendar and expense reports of direct employees.
* Constant communication with operations division/purchasing to ensure timeliness of inventory and efficiency of delivery processes
* Ensures sales percentage balance between Sales, Rentals, Repairs, Calibrations for sales team
* Coaches cross selling between KAMs, AMs and CAMs: encouraging territory managers to work with customers at different levels of an organization
* Uses solution oriented behavior by troubleshooting, identifying problems
* Is responsive to change

**QUALIFICATIONS:**

* Five or more years of successful industrial B2B product or service sales related experience demonstrating skills for above responsibilities and strong customer service and supervisory skills
* Requires travel of 30% of the time with overnight stays approximately 50% of the time
* BS degree preferred or AS degree with seven years related experience
* Demonstrated mechanical ability to understand and apply mechanical concepts and principles to solve problems.
* Demonstrated ability to problem solve, learn new techniques and change as needed
* Valid State Driver’s license and clean driving record with ability to travel
* Satisfactory background check for compliance with regulations and on-site entry standards enforced at customer sites
* Proficient in Microsoft Office products with strong verbal and written communication skills
* Ability to lift 25 lbs. without aid, ability to continuously stand 2 hours per day when in laboratory or at customer site, ability to safely drive to and from customer sites
* Must successfully complete 6 week ramp up session provided at headquarters which includes the territory review with executive and technical review of systems, tools and services

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**Preferred qualifications or skills:**

* Two or more years of experience supervising direct report team member(s)
* Experience in industrial bolting or the calibration of force, pressure, dimensional and/or electronic calibration
* Bachelor’s Degree majoring in Business, Management, Entrepreneurship, Psychology, Engineering or related field
* Certifications and/or Training in electronics, metrology, calibration or repair

**Compensation:**

Exempt position paid salary