



Job Title: Director of Commercial Sales
Reports To: SVP of Sales
Location: District Office as Assigned

BASIC FUNCTION

The primary responsibility for this position is to drive national commercial account revenue for the company, preferably through an established contact base at the client. The successful candidate will be required to personally implement sales processes in order to build a solid sales base.

This position requires experience in implementing strategic marketing sales plans that maximize profitable sales growth. The Director of Commercial Sales will participate and provide input within the company including product development, business plan development, trade show and consumer marketing, customer service and fiscal planning.

RESPONSIBILITIES

- Implement company directives and be able to achieve sales plans
- Develop and maintain national account base through strategic sales efforts.
- Provide accurate and timely sales forecasts for all assigned segments.
- Execute account specific programs designed to achieve profitable sales volume, optimal distribution and competitive retail pricing.
- Work seamlessly with management team to deliver tactical sales results.
- Self direct his or her management of time and territory.
- Meet expectations for reporting sales activity in SalesForce.com.
- Make formal and informal product and service presentations to customers.

QUALIFICATIONS

This position requires:

- Bachelors Degree or comparable work history is required
- Candidates must have 5 years of solid inside sales account management experience
- High volume product sales preferred
- Proven success in meeting or exceeding monthly sales quotas
- Experience managing large national accounts
- Possess the ability to generate and foster relationships with customers
- Experience with full sales cycle
- Ability to work independently as well as part of a large sales team
- Desire to develop and grow in a fast-paced sales environment
- Strong negotiation and problem solving skills
- Wholesale or retail background preferred

COMPUTER SKILLS

Requirements include proficiency with Microsoft Office Suite applications (Word, Excel & PowerPoint), Internet and e-mail access.