

Position Title: National Sales Manager

Summary Description:

Connecticut manufacturer of Precision Linear Actuators is seeking an additional team member who will be responsible to intensely seek new business development and grow existing key business. This position does require relocation to CT.

Duties:

1. Develop a comprehensive sales plan focusing on achievement of national sales objectives.
2. Maintain current customer/representative relationships and develop new customer/representative relationships.
3. Develop sales and revenue targets for new and existing accounts.
4. Coach and mentor distributors and independent manufacturer's representatives to effectively execute the sales strategy.
5. Assign performance goals for sales representatives and distributors.
6. Handle company exhibits at trade shows, open houses, sales training seminars and other sales promotional activities.
7. Develop data relative to marketing trends, competitive products and pricing, and submit marketing reports to management.
8. Prepare and submit reports on sales and marketing activities.
9. Be the subject matter expert about current industry and technology trends and be able to detail the needs of target segments.
10. Ensure that sales and marketing plans, goals, and policies are consistent with established company-wide goals.

Key Role Interactions:

- Report to the Vice President of Sales & Marketing
- Cross functional collaboration with Management staff as follows:
 - Work with the Engineering Manager to develop technical papers to support the sales channels.
 - Work with the Manufacturing Manager to provide insight into market trends for new and existing products so that accurate inventory levels can be maintained.
 - Work with the Marketing Manager to assess marketing materials and website and make recommendations as needed.
 - Work with internal and external sales staff.

Qualifications / Professional Skills:

- Must have strong leadership, relationship-building and relationship management skills.
- Must be proficient in Word, Excel, & PowerPoint.
- Must have strong business acumen, professionalism and high ethical standards.
- Must be customer focused and maintain strong customer relationships.
- Must have the ability to work individually or as a team player.
- Must have strong planning, organizational and time management skills.

Experience:

- Bachelor's Degree in Engineering or Business Administration or equivalent experience is required.
- 5+ years' experience as a sales manager in the industrial market sector.