

Position Summary: As a District Sales Manager, you will plan, organize, and control activities to achieve the volume goals for the assigned territory.

Responsibilities: This position is responsible for developing, leading and executing in the following areas:

- Schedule proactive sales calls on a regular basis with key Rollex customers and their salespeople
- Conduct training meetings with key customers to keep their personnel informed of the latest developments within Rollex and its product lines
- Work proactively to grow business by finding and converting new accounts.
- Maintain adequate supplies of all available sales literature, sales tools, and properly use all selling aids
- Assist as needed on service-related issues and have (acquire) the ability to handle basic service needs
- Report marketing activities, sales opportunities, and competitive strategy back to the Director of Sales.
- Ensure that important customer database and sales pipeline information is gathered, managed and entered in companies CRM.
- Participate in the development of sales training programs and in the training of new sales personnel as requested
- Travel—up to 60% as needed

Attributes: Successful candidate will have the following attributes and characteristics:

- Excellent selling and persuasion skills
- Highly motivated and self-disciplined
- Detail oriented
- Ability to develop and maintain strong relationships with both internal and external customers

Experience/Education:

- Minimum of 2 years in the building materials industry in an outside sales role preferably as a manufacturer's representative.
- Successful record of accomplishment in meeting and exceeding sales objectives
- Bachelor's degree is preferred—not required