

SALES MANAGER



1 JOBSUMMARY:

The Sales Manager is responsible for leading and managing the company's sales team to achieve revenue and growth targets for the dry mix and cementitious product lines. The role involves developing and implementing sales strategies, building and maintaining customer relationships, identifying new business opportunities, and managing the sales team's performance.

2 KEY RESPONSIBILITIES:

- Develop and implement sales strategies to achieve revenue and growth targets for the dry mix and cementitious product lines.
- Build and maintain strong relationships with key customers and stakeholders, including distributors, contractors, and architect.
- Identify new business opportunities, such as new market segments, geographies, or product offerings, and develop plans to pursue them.
- Manage the sales team's performance, including setting goals, providing coaching and mentoring, and conducting performance reviews.
- Develop and maintain accurate sales forecasts and budgets, & monitor performance.
- Collaborate with other departments, such as marketing and operations, to ensure that sales strategies are aligned with overall business goals and objectives.
- Stay informed of industry trends and developments, and use this knowledge to inform sales strategies and tactics.
- Represent the company at industry events, conferences, and trade shows.

3 REQUIREMENTS:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Proven experience as a Sales Manager or similar leadership role, preferably in the building materials industry.
- Demonstrated ability to develop and implement sales strategies to achieve revenue and growth targets.
- Excellent leadership, communication, and interpersonal skills.
- Strong analytical and problem-solving skills.
- Proficient in Microsoft Office and other relevant software applications.
- Willingness to travel as required.