

## **Corporate Director of Sales**

A local employee-owned distribution company is seeking a full-time Corporate Director of Sales located in Toledo, Ohio. This position is full-time and eligible for our company benefit package.

\*This position qualifies for relocation assistance.

### **SUMMARY:**

The Corporate Director of Sales is responsible for developing and implementing multi-channel sales strategies that result in profitable, sustainable growth from both existing and new customers/markets. This position reports directly to the CEO.

**ESSENTIAL DUTIES AND RESPONSIBILITIES** include the following:

- Ensure sales strategy is aligned with corporate vision and the changing marketplace.
- Develop and lead implementation of digital marketing strategies and use of analytics.
- Ensure that web-sites and e-catalogs meet evolving customer expectations and sales objectives.
- Develop and implement strategic sales plans to achieve corporate objectives.
- Develop and manage sales operating budgets including sales compensation plans.
- Establish and strengthen relationships with key customers and strategic partners; assist sales teams with presenting and closing major sales proposals.
- Direct sales forecasting process and set sales performance goals.
- Collaborate with all functions that interface with sales teams and/or customers to drive customer satisfaction and profitable revenue growth performance.
- Evaluate ongoing performance of sales teams, systems, programs and plans to determine effectiveness and identify change necessary for continuous improvement. This includes CRM, BI and sales training platforms that will contribute to the development of the Bostwick-Braun sales team.
- Establish and report sales KPM's.
- Team with all SBU leadership, President of Retail Division and Industrial General Managers to achieve corporate sales objectives.
- Conduct in all matters which role models the highest standards of ethics, integrity and constructive internal and external relationships.
- Other duties as assigned.

### **SUPERVISORY REQUIREMENTS:**

Directly and indirectly supervises sales staff. Carries out supervisory responsibilities in accordance with the organization's policies and applicable laws: including interviewing,

hiring and training employees; planning, assigning and directing work; appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems. Out of the area and overnight travel is required.

**QUALIFICATION REQUIREMENTS:**

To perform this job successfully, an individual must demonstrate effective mastery of each essential duty and positive, constructive, results-focused ownership of each responsibility. The requirements listed below are representative of the knowledge, skill, and/or previous experience required.

**Reasonable accommodation will be made to enable individuals with disabilities to perform the essential functions.**

**EDUCATION and/or EXPERIENCE:**

Bachelor's Degree (B.A.) from four-year College or university and minimum of 8 years of progressive executive sales management experience.

**OTHER SKILLS and ABILITIES:**

Proficiency with sales automation tools such as BI and CRM. Proficiency with Microsoft Office suite of applications. Demonstrated competencies include: business acumen; excellent written & verbal communications; strong leadership skills; analysis & problem solving; and strategic thinking.

\* Respond with a PDF file resume and salary requirements. **No phone calls please.**