

**Con-Tech Manufacturing, Inc.**  
**JOB DESCRIPTION: Branch Sales Manager**

**General Summary:** Manages sales of the company's After Market Parts within the sales region. Ensures consistent, profitable growth in sales revenues through positive planning, deployment and management of sales personnel. Identifies objectives, strategies and action plans to improve short- and long-term sales and earnings.

**CORE FUNCTIONS:**

- Collaborates with President, Vice President and CFO in establishing and recommending the most realistic sales goals for the company.
- Meet the sales targets of the organization through effective planning and budgeting.
- Responsible for profit and loss of sales branch region.
- Maintain and improve relationships with clients.
- Establishes and manages effective programs to compensate, coach, appraise and train sales personnel.

**DETAILS OF FUNCTION:**

- Performs sales activities on major accounts and negotiates sales price and discounts in consultation with President, Vice President and with CFO.
- Manages personnel and develops sales and sales support staff.
- Reviews progress of sales roles throughout the Branch Region.
- Accurately forecasts annual, quarterly and monthly revenue streams.
- Develops specific plans to ensure revenue growth in all company's products.
- Provides quarterly results assessments of sales staff's productivity.
- Coordinates proper company resources to ensure efficient and stable sales results.
- Formulates all sales policies, practices and procedures.
- Assists sales personnel in establishing personal contact and rapport with top echelon decision-makers.
- Collaborates with President, Vice President and with CFO to develop sales strategies to improve market share in all product lines.
- Interprets short- and long-term effects on sales strategies in operating profit.
- Educates sales team by establishing programs/seminars in the areas of new account sales and growth, sales of emerging products and multi-product sales, profitability, improved presentation strategies, competitive strategies, proper use and level of sales support, management of expenses and business/financial issues on contracts.
- Collaborates with CFO to establish and control budgets for sales promotion and trade show expenses.
- Reviews expenses and recommends economies.
- Holds regular meeting with sales staff.

**REPORTING:**

- Reports directly to CFO

**QUALIFICATIONS:**

- A university degree in marketing or business studies is preferred, but not required; or a minimum of five years of related experience or training in Concrete Ready Mix sector or a similar industry is preferred, but not required; or the equivalent combination of formal education and experience. We will train the right candidate in industry knowledge to be successful.
- Ability to work independently in a fast-paced sales environment. This position requires 30 to 50% overnight travel.
- Problem-solving and analytical skills to interpret sales performance and market trend information. Proven ability to motivate and lead the sales team. Experience in developing marketing and sales strategies. Excellent oral and written communication skills, plus a good working knowledge of Microsoft Office Suite is required. A valid driver's license.

**COMPENSATION:**

- Base salary + Commission -- Unlimited potential! We offer a great company, a company cellphone, company laptop, and company truck. If this career opportunity interests you, we require you to submit your resume, cover letter and salary requirements. Serious inquires only please.