

Job Description

Job Title: District Sales Manager – Western Region	
Reports to: Regional Director of Sales	FSLA Status: Exempt
Division: Sales	Date issued: 01/2014
Department: Field Sales	

1. Accountabilities

Develops new prospects and interacts with existing customers to increase sales of the organization's products and/or services. Expand distribution of products into new and existing accounts while growing sales and profits. Establish qualitative and quantitative goals with each responsible rep agency and review these on a regular basis. Make sales calls with the representatives in the field and independent of the agency reps in an effort to sell product, devote more time to JPW Industries products at the user customer level and increase the reps knowledge of the product line.

2. Essential Duties and Responsibilities

- Manage accounts and territory to ensure continued sales and profit growth.
- Develop Territory Business Plan and manage to it.
- Develop product assortments and proposals for key accounts and top regional accounts. Drive JPW product training at the agency level.
- Track sales and forecasts against the sales plan.
- Provide forecasts for key accounts to product managers.
- Provide sales analysis utilizing user customer intelligence.
- Research and analyze the market for emerging trends and competitive opportunities and threats.
- Ensure all customer specific order processing, shipping, and product handling requirements are met.
- Provide reports or any other territory intelligence as needed to the Region Director of Sales.
- Support any or all Trade Shows or events within responsible territory as needed.

NON-ESSENTIAL DUTIES & RESPONSIBILITIES

- Attend sales and marketing meetings as required.
- Support other sales managers and marketing personnel as required.
- Overnight travel as required, approximately 60%

3 Education / Skill Requirements

- Bachelor's Degree preferred. A minimum of 2-4 years in related sales position required.
- Strong verbal, written communication and analytical skills required.
- Solid understanding and working knowledge of Microsoft Office software.
- Highly motivated, able to work in a proactive fast paced environment.
- Able to prioritize tasks with a strategic business focus.