



POSITION TITLE: East Coast Sales Manager REPORTS TO: VP of Sales
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**GENERAL SUMMARY:** The Sales Account Manager is responsible to develop, grow and maintain relationships with throughout the East Coast markets with new and existing distribution accounts to generate Sales of States Industries Products.

**ESSENTIAL JOB FUNCTIONS:**

- Develop and manage industrial wholesale distributors.
- Travel in market area with distributor sales personnel and provide training on States Industries products for distributor sales people.
- Able to travel regularly.
- Provide timely, accurate information to inside sales in order to efficiently quote products, process orders, deal with complaints, and ship product.
- Analyze market potentials, current trends for States' products; assist in preparation of sales forecasts for assigned territories, communication of data to Sales Management and Marketing Managers, using CRM software as well as face to face.
- Consistent and timely communication with Sales Director relating to all aspects of the assigned territory.
- Attend regional and customer trade shows.
- Responsible for achieving sales goals and incremental growth through distribution channel base.
- Achieve/exceed territory margin targets and goals.
- Respond to customer inquiries and anticipate customer needs through ongoing personal contact in assigned territories.
- Participate in company training programs, sales promotion, and facilitation of new product exposure in market areas.
- Must be able to recognize weakness in markets and develop action plan to bring markets up to expected level.
- Have ability to develop new accounts in present market area where additional distribution base is needed.
- Stay within and manage agreed upon expense budgets.

**NECESSARY SKILLS:**

- Must have a proven successful and sales background.
- Understanding of two-step distribution process.
- Problem solving ability, "Can do" attitude.
- Strong computer skills essential.
- High energy with a sense of urgency but reasoned and professionally mature in judgment and style.
- Professional image with strong listening and excellent presentation skills.
- High level of integrity and ability to motivate self and others.
- Ability to travel as needed and on a regular basis.

**EDUCATION AND EXPERIENCE:**

- At least 5 years' sales experience and proven success in sales.
- Bachelor's degree or other equivalent education (Preferred)
- Previous Experience with hardwood plywood products a plus

**States Industries offers a competitive wage with a comprehensive variable compensation program and a robust benefits package. This position is located in Eugene, Oregon.**

Note: The statements herein are intended to describe the general nature and level of work being performed by employees, and are not to be construed as an exhaustive list of responsibilities, duties, and skills required of personnel so classified. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the employer.