



POSITION TITLE: OEM Sales Manager  
REPORTS TO: VP of Sales

GENERAL SUMMARY: Generate and maintain sales of States Industries' Component and Panel products throughout North America with responsibility for maintaining continuous growth through development/maintenance of existing as well as new end-user accounts. Position is focused on direct Sales to OEM's as opposed to Wholesale Distribution

ESSENTIAL JOB FUNCTIONS:

- Develop new OEM accounts and manage existing OEM accounts.
- Leverage (your) existing market knowledge and relationships to create new sales opportunities.
- Travel in market area.
- Provide timely, accurate information to inside sales in order to efficiently 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 and Marketing Management.
- Consistent and timely communication with Senior Management relating to all aspects of the assigned territory.
- Attend relevant industry trade shows and events
- Responsible for achieving sales goals and incremental growth through customer 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.
- Stay within and manage agreed upon expense budgets.

NECESSARY SKILLS:

- Must have a proven successful sales background.
- Established relationships within the kitchen cabinet manufacturing segment specifically. Experience within any of the following manufacturing segments is a plus: Office Furniture, Dormitory Furniture, Contract Furniture, Residential Furniture, Store Fixture Manufacturing, Architectural Millwork and Lamination Industry.
- Strong computer skills essential.
- Professional image with strong listening and excellent presentation skills.
- High level of integrity and ability to motivate self and others.
- Willing to travel extensively

EDUCATION AND EXPERIENCE:

- At least 5 years experience and proven success in sales.
- Minimum Bachelor's degree or other equivalent education
- Experience with hardwood and hardwood plywood component preferred

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.