



Central Regional Sales Manager

2603 Union Street, Oakland, CA 94607 510-893-9473 or 510-893-9484 (fax) email – jobs@feeneyinc.com

Title: Central Regional Sales Manager

Reports to: VP of Sales

Job Description: A highly competitive results driven entrepreneur is needed to manage existing customer relationships with a key focus on soliciting new business within the Central U.S. Region. Must be a hungry, charismatic closer, who is skilled in negotiation.

Responsibilities:

- Actively solicit new business and expand the customer base within assigned region.
- Building and maintaining customer relationships will require travel throughout the region for customer visits, meetings, presentations, and other sales activities.
- Effectively manage the sales mix to provide Feeney Inc. with maximum profit margins.
- Maintain an outstanding level of customer satisfaction among the customer's base. Monitor and analyze sales growth or competitive opportunities within the region and submit monthly standardized reports to VP of Sales.
- Recruit, train and manage independent sales representatives within assigned region.
- Work with commercial sales manager, VP of Business Development, outside reps and retailers to assess competitive pricing for commercial projects.
- Proactively communicate with the customer and independent sales representative's performance to management through weekly and monthly reports.
- Provide feedback to management of potential opportunities, tools and processes that would contribute to increasing sales.
- Scout for new product line development or opportunities in the marketplace, report on trends in the field to management.
- Input key data into the company's ERP system, NetSuite to help with company forecasting.
- Understands MAP, POP, SPIFF, Multipliers, and other retailer terminology.

Minimum Skill Levels and Work Experience:

- 3-5 years relevant experience within the Building Supply Industry or adjacent retail-oriented businesses
- Experience in managing an outside team to include training, sales plan objectives and executing company operating plan.
- Proven work experience with hyper growth in retail environment.
- Demonstrated skills in independent decision-making and presenting recommendations to management.
- Demonstrated strong analytical decision-making skills.
- Excellent written and verbal communication skills.
- Demonstrated ability to learn and apply sales techniques.
- Successful completion of relevant professional sales training is preferred.
- Knowledge of market strategies, budgets, pricing strategies and general economics.
- Proficiency with Microsoft Office and related computer applications specifically Excel, PowerPoint, and Outlook. Netsuite is the ERP used at Feeney.



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- Self-motivated, results-oriented, and able to work independently from a home office.
- 50% travel as required to maintain effectiveness. Ensure travel plans in order to be most cost effective for the company.
- Special projects, tasks as assigned.

Signatures:

This job description has been approved by all levels of management:

Manager _____

HR _____

Employee signature below constitutes the employee's understanding of the requirements, essential functions, and duties of the position.

Employee _____

Date _____

Feeney, Inc. is an equal opportunity employer