



## **National Sales Manager (Building Materials Distribution Channel) – Vista, Ca**

At Solatube International, Inc., we pride ourselves on manufacturing the world's #1 Tubular Daylighting Device. Our ability to accomplish this goal is based primarily on the people we hire. We look for adaptable, self-motivated, passionate, creative team players. If this sounds like you, why not bring your talents and skills to Solatube International? Visit our website at [www.solatube.com](http://www.solatube.com)

The National Sales Manager will manage the sales efforts, identifying and developing new market opportunities within the building products industry, including national building products dealers, wholesalers, home builders, and contractors to provide maximum growth opportunities for the Company.

Reporting to the President, the National Sales Manager also works closely with internal and external staff to ensure the appropriate objectives and priorities are enabled by coordinating sales forecasting, planning, and budgeting processes used within the sales organization. You will proactively monitor and strive to maintain high levels of quality, accuracy, and process consistency in the sales organization's planning efforts.

### **Responsibilities:**

- Hire, train, mentor and manage territory managers throughout U.S. and Canada
- Responsible for building and expanding relationships within the channel to achieve sales, customer satisfaction and account profitability goals
- Responsible for developing relationships and national accounts program within these multi-site strategic accounts
- Negotiate, implement, and ensure compliance to agreements with major accounts
- Negotiate significant profitable opportunities both with new and existing strategic customers
- Develop and implement value-added programs and key measurements that align the customer's business objectives with our value proposition
- Provide functional direction and personal involvement as required to support the Regional and Territory Managers in the planning, penetration and barrier removal within high potential sites
- Fosters close, cooperative relationships with peer leaders, and sales and support personnel
- Coordinates training delivery to sales, and sales support personnel in the sales organization
- Achievement of sales, profit, and strategic objectives for the business unit supported

### **Requirements**

- Bachelor's Degree in Business or Marketing
- 3-5 years experience in Sales Management Leadership Role in a B2B sales environment
- Ability to manage multiple projects and prioritize deliverables in a demanding, fast paced environment
- Detail-oriented self-starter
- Building Materials Industries experience a plus
- Exceptional interpersonal communication skills
- **\* This position requires extensive travel**

### **Benefits:**

We offer growth potential for motivated professionals, great compensation, and full benefits including matching 401k, bonuses based on individual performance, dental insurance, medical insurance, pre-tax accounts for health care, paid sick time, and paid company holidays.

*\* Solatube International, Inc. is an Equal Opportunity Employer. Employment contingent upon successful completion of background investigation. Drug-free work environment. **Only candidates whose profiles closely match requirements will be contacted during this search.***