

Western Regional Sales Manager

Company Overview:

Hettich was founded in 1888 and is today one of the world's largest and most successful manufacturers of furniture fittings. Over 6,600 members of staff in almost 80 countries work together towards one objective: developing intelligent technology for furniture. With it, we excite people across the globe. And are a valuable partner to the furniture industry, retailers and the trades.

The Hettich brand stands for consistent values: for quality and innovation. For reliability and closeness to customers. Despite our size and international significance, Hettich has remained a family owned business. Independent of investors, we have a free hand in shaping our future with a focus on the human element and sustainability.

Job Summary:

The primary focus of the Western Regional Sales Manager is responsible for leading a team of Territory Managers, building long term relationships with customer, growing sales in the territory, and promoting the Hettich brand of core products through Distribution and Direct sales channels. This position will be responsible to develop and implement sales strategies for the region to meet budget requirements. The Western Regional Sales Manager will conduct core business out of the western states and must be located within the region.

Essential Functions:

- Participate in definition of strategic sales objectives for the western region, in cooperation with President (USA); ensure implementation of strategic objectives
- Personnel Management: create and maintain a sales culture focused on delivering results by providing ongoing coaching and development of territory managers.
- Identify business potential and ensure its development in existing and/or new markets to achieve sales targets, margins and market share.
- Market analysis: ensure regular report on CRM to give feedback from the field on products, market, and competition. Improve the knowledge of end-customer of our dealer to define the market potential of the area.
- Market cultivation: maintain and develop the customer base through current customer exploitation and new customer generation.
- Follow-up on offers and order: act as a liaison / partner between the sales team and other internal customers. Work closely with Territory Managers to address contract issues.
- Customer training: ensure the product knowledge of our customer by regular training
- Coordinate customer needs and inform internal departments so that marketable products can be designed and modified.
- Continuous observation and analysis of relevant market including respective competition activities to identify and evaluate trends and developments as early as possible.
- Ensure timely handling of resolution of customers of customer claims in cooperation with the internal sales department.
- Distributor Displays: ensure that displays are maintained and updated
- Participate in trade fairs. Ensure professionally prepared presentation by cooperating with marketing and inter-fair to strengthen the brand and develop the market potential.
- Demonstrate fiscal responsibility by adhering to expense limits and car care.

This job description is not inclusive of all of the duties of the job. The employer has the right to revise this job description at any time. This job description is not a contract for employment and either you or the employer may terminate employment at any time, for any reason.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Attributes & Qualities

- Demonstrated success in leading outside sales representatives.
- Entrepreneurial spirit
- Self-motivated and able to work independently
- Professional appearance
- Excellent communication and organizational skills
- Must possess strong presentation skills and be able to communicate professionally
- Must have a valid driver's license

Education and/or Experience:

- Bachelor's degree preferred
- A minimum of 5 years of demonstrated success in outside sales/account management experience.
- 2-5 years management experience

Language Skills:

- Excellent communication skills. Ability to read and interpret general department materials. Ability to write reports, and business correspondence. Ability to effectively present information and respond to questions from employees, and management.

Mathematical and Reasoning Ability:

- Ability to perform basic mathematics.

Computer Skills:

- Previous experience with variety of computer software applications in word processing, spreadsheets, data base and presentation software (Microsoft Word, Excel, PowerPoint).
- PC proficiency a must (Excel, PowerPoint, and Word). SAP and CRM experience preferred

Working environment:

- Work from home; remote office environment

Physical Demands:

- Prolonged periods of sitting while traveling and or standing in front of customers.
- Must be able to lift 20 pounds at times.

Expected Hours of Work:

- Monday through Friday. 8:00AM-5PM. Night and weekend hours may be required

Travel:

- Required to travel up to 75% of the time, some overnight.

Safety Equipment:

- Wear approved safety shoes for working in manufacturing environment as well as approved standard eye protection glasses.

Hettich America is an Equal Opportunity Employer - All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

Please email resumes to HR@HettichAmerica.net.

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