

## Sales Team Leader Position Description

### Summary:

Metal Exteriors Sales Team Leader is responsible for developing and executing sales strategies to meet or exceed sales targets, as well as building and maintaining relationships with key customers and partners. This role is responsible for leading and managing the sales team. This person works closely with other departments to ensure the overall success of the business. This role reports to the General Manager (Integrator).

### Responsibilities:

- Leadership
  - Develop and execute sales strategies to achieve sales targets and growth objectives
  - Lead and manage the sales team, providing coaching and support to help them achieve their goals
  - Develop and maintain strong relationships with key customers and partners
  - Provide guidance and support to the team on complex sales negotiations and deals
  - Monitor and report on sales performance against targets, identifying areas for improvement and implementing corrective action plans
- Development
  - Identify and pursue new business opportunities
  - Develop and maintain a deep understanding of the market, competition, and industry trends to inform sales strategies and decision-making
- Oversight
  - Develop and manage sales processes and procedures to ensure efficiency and consistency across the team
  - Work with the operations team to ensure orders are fulfilled on time and to customer satisfaction
  - Maintain accurate and up-to-date sales forecasts and pipeline reports
  - Continuously improve sales systems and processes to support the growth and success of the business
- Other
  - Other duties as assigned

### Qualifications:

- High school degree or equivalent; Associates or Bachelor's degree in related field preferred
- Significant sales experience, including sales leadership experience
- Evidence of achievement related to the development of sales strategies, achievement, and growth
- Strong business acumen and strategic thinking skills
- Excellent leadership and people management skills, with a focus on coaching and development
- Exceptional communication, interpersonal, and negotiation skills
- Ability to work collaboratively with cross-functional teams and stakeholders
- Experience in the construction industry or a related field preferred
- Experience with EOS (Entrepreneurial Operating System) or similar business frameworks is a plus



**Classification and Compensation:**

- Full-time, exempt employee status
- Onsite: Shiloh, Ohio
- Health benefits including vision and dental
- Retirement plan eligible
- Profit Sharing may be available quarterly
- Reports to General Manager
- Salary Range: \$65k-\$100k