



Position: National Sales Manager

Reports To: Vice President - Sales

Position Summary:

Become our National Sales Manager for G-Floor products and manage the day to day initiatives for various channels including big box retailers, distribution partners and OEMs. It will be your responsibility to establish and execute annual growth plans and define and implement sales programs for all routes to market, driving growth of our G-Floor product line. If you're interested in becoming part of a dynamic team working towards a goal of substantial growth, learning new products and skills and are willing to give 100% to everything you do, this is the job for you.

Primary Responsibilities:

- Develop and execute strategies to increase market share and profits.
- Responsible for attaining sales targets.
- Manages overall channels including big box retail outlets, distribution and online retailers for G-Floor products and responsible for growth of this product line.
- Heavy emphasis on retail and in-store channels.
- Develops annual unit and gross sales plans and implements sales and marketing strategies; analyzing trends and results.
- Trains and develops channels to position G-Floor products in the marketplace, including product knowledge and usage.
- Collaborate with existing distributors and OEM's to support sales activities through their channels.
- Implements sales programs by developing field sales action plans for all routes to market.
- Manages buyer relationships with large retailers such as Home Depot, Costco, and Menards.
- Drives sales volume growth through existing customers and new channel expansion.
- Maintains or increases sales volume product mix and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Establishes and adjusts selling prices by monitoring costs, competition, supply and demand.
- Maintains professional and technical knowledge by establishing personal networks, participating in product reviews, and educational workshops.
- Provides input into new product development.
- Coordinate with marketing to create meaningful in-store promotions on G-Floor products to increase conversion rate and grow sales.
- Create and make sales presentations to prospects and existing accounts.
- Attend and coordinate trade shows.
- Works collaboratively cross functionally to deliver successful outcome for Better Life Technology.
- Travel with little or no supervision.

Other duties as assigned

Background Requirements:

- Bachelor's Degree in Business, Marketing or related field.
- Minimum of 5 years' experience selling into big box store, other retailers and other industrial distribution channels or related experience.
- Track record of driving significant growth.
- Experience developing channels and customers.
- Experience in developing a team preferred.

Position Requirements:

- Demonstrates a customer service-oriented focus with proven experience in relationship building and providing quality customer experiences.
- Must be an articulate and fluent communicator, written and verbal, and at ease with public speaking.
- Ability to develop and execute business plans.
- Ability to analyze trends.
- Strong interpersonal skills, time management skills and presentation skills.
- Ability to collaborate well in a demanding environment.
- Ability to work independently; self-starter, self-motivated.
- Results driven, and customer focused.
- Excellent organizational and analytical skills with keen attention to detail and quality.
- Ability to prioritize and multi-task in a flexible, fast paced and challenging environment.
- Ability to travel up to 50% of the time.

Benefits:

- Job Type: Full-time
- Standard Benefits available after qualifying time period
- 401k
- Work from home and office expenses provided

Job Location:

- United States

Required education:

- Bachelor's

Required language:

- English