

Sales Manager- North America

Jorgensen Conveyors, Inc., a successful, growing 70-year manufacturing company is seeking an experienced National Sales Manager to manage our team of manufacturers' sales reps and/or Jorgensen direct sales reps across North America. We are an industry leader, producing steel belt conveyor and filtration solutions for machine tool manufacturers and end-users in automotive, oil & gas, agricultural & construction equipment, aerospace, appliance, waste management, and machine shops in the US, Mexico, and Canada. We have a state of the art 100,000 square ft. office and production facility in Mequon, WI. We believe in delivering the best solutions to our customers through teamwork, innovation, and long-term commitment.

Reporting to the Director of Sales and Marketing, the National Sales Manager will be responsible for supervising and organizing our End User sales team. You will manage the team by developing business plans, meeting planned goals, and coordinating with our marketing department on lead generation. You will also be tasked with overseeing the activities and performance of your sales team by tracking sales goals, setting individual sales targets, and facilitating the ongoing training of your salespeople. The successful candidate will understand what motivates customers to buy and know how to tap into those needs and desires in an effective way.

Responsibilities

- Obtaining profitable results through the sales team by developing the team through motivation, counselling, sales skills development and product knowledge training
- Developing and implementing effective sales strategies
- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls
- Establish productive and professional relationships with key personnel in assigned customer accounts
- Assist in the negotiation and closing of agreements with large customers
- Monitor and analyze performance metrics and suggest improvements
- Prepare monthly, quarterly, and annual sales reports and forecasts
- Perform research and identify new potential customers and new market opportunities
- Stay up to date with new product launches and ensure sales team members are on board
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives-the role demands a leader with a sharp mind and the ability to coach, advise, motivate, or replace sales representatives to create and maintain a high-performance sales force.
- Work to insure that North American sales territories are aligned in accordance with density of prospective and existing customers and re-assign or add reps as needed
- Expectations for 50-60% travel to territories to mentor reps, to improve their sales processes, product knowledge and customer relationships
- Responsible (along with the Director of Sales and Marketing) for setting specific annual performance goals and consistently comparing with actual performance

- Support the ongoing needs of the reps by being a liaison between them and home office resources of estimating, engineering, manufacturing, customer service, marketing, etc.
- Organize and conduct sales meetings

Skills/Requirements

- Proven work experience as a sales manager
- Experience managing a high-performance sales team
- Knowledge of CRM software and Microsoft Office Suite
- An ability to understand and analyze sales performance metrics
- Solid customer service attitude with excellent negotiation skills
- Strong communication and team management skills
- Analytical skills with a problem-solving attitude
- Availability to travel frequently
- BS degree in Sales, Business Administration, or relevant field
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- 3-5+ years' experience managing a team of direct outside sales and manufacturer's reps for a manufacturing company
- Excellent communication and relationship skills
- Experience selling to large manufacturing companies
- Experience in the machine tool industry a plus

Benefits

- Salary and Commissions commensurate with experience
- Jorgensen offers a comprehensive benefits package including: Medical, Dental, Vision, Life, Dependent Life, Short and Long Term Disability, EAP, Flex Spending Accounts, 401 (k) Plan, Gainshare Plan, Vacation and Holiday pay
- Jorgensen has been named a Top Workplace by the Milwaukee Journal/Sentinel