

This position is being offered by a recruiter, Patty Rich at Sai People Solutions. Scroll down to find her contact information. Relocation assistance is available.

Job Title : Sales Manager

Job Location : Modesto,CA

Job Description:

SUMMARY:

Responsible for participating in the development and execution of sales programs designed to maximize the sale of company products and increase the company's standing within the industry. Also is responsible for developing influential relationships with internal and external customers.

ESSENTIAL FUNCTIONS:

- Develops and executes sales programs for new and existing products by working with house accounts, brokerage, trading channels and the product development team.
- Identifies and pursues incremental sales volume by determining new products that have customer specific uses.
- Maintains a thorough understanding of plant processes in order to make technical presentations to customers.
- Collaborates with the product development staff to create customer specific products.
- Develops and strengthens relationships with customers to ensure a favorable standing in the marketplace.
- Participates in establishing sales objectives by developing annual sales quotas, projecting expected sales volume and profit for existing and new products.
- Performs routine customer visits to ensure customer satisfaction, address quality concerns and register customer complaints.
- Reviews customer quality expectations with the operations team to ensure customer satisfaction.
- Develops and executes sales presentations for customers.
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitor products/programs.
- Implements a successful vision/strategy, through strong leadership skills.
- Develops or approves recommendations to change systems, policies and procedures; ensures timely and accurate implementation.
- Participates in department and interdepartmental planning and management teams and works cross-functionally to improve processes within the organization.
- Participates in maintaining operating budgets.
- Oversees and handles projects that have short to long term focus.
- Must maintain satisfactory attendance, to include timeliness.
- Responsible for understanding and complying with applicable quality, environmental and safety regulatory considerations. If accountable for the work of others, responsible for ensuring their understanding and compliance.
- This job description reflects management's assignment of essential functions; it does not prescribe or restrict the tasks that may be assigned.

SUPERVISORY RESPONSIBILITIES:

N/A

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 ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

MINIMUM QUALIFICATIONS:

- High school diploma or GED.
- Bachelor's degree in a science discipline plus 5 years of industry sales and technical experience.
- Travel by air or car is required.

PREFERRED QUALIFICATIONS:

- Bachelor's degree in a science discipline plus 8 years of industry sales and technical experience.
- 4 years of management or leadership experience.
- Experience reading, analyzing and interpreting complex documents.
- Experience responding effectively to the most sensitive inquiries or complaints.
- Experience writing speeches and articles using original or innovative techniques or style.
- Experience making effective and persuasive speeches and presentations on controversial or complex topics to top management, public groups and boards of directors.
- Skilled in the use of MS Word and MS Outlook at an intermediate level MS Excel and MS PowerPoint at a basic level.
- Skilled in applying mathematical operations to such tasks as frequency distribution, determination of test reliability and validity, analysis of variance, correlation techniques, sampling theory and factor analysis.
- Experience applying principles of logical or scientific thinking to a wide range of intellectual and practical problems.
- Experience dealing with nonverbal symbolism (formulas, scientific equations, graphs, etc.) in its most difficult phases.
- Experience dealing with a variety of abstract and concrete variables.
- Experience performing assignments that are broad in nature, usually requiring evaluation, originality or ingenuity with substantial latitude for un-reviewed action or decision.
- Possess and applies comprehensive knowledge of this particular field of specialization to the completion of complex assignments.
- Experience dealing with confidential materials and situations.
- Proficient in record keeping and data gathering along with making day to day observations.

PHYSICAL DEMANDS:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to walk and talk or hear. The employee frequently is required to sit. The employee is occasionally required to stand; use hands to finger, handle, or feel; reach with hands and arms; stoop, kneel, crouch, or crawl; and taste or smell. Specific vision abilities required by this job include depth perception.

WORK ENVIRONMENT:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is occasionally exposed to wet or humid conditions, fumes or airborne particles, outdoor weather conditions. The noise level in the work environment is usually moderate to loud.

Patty Rich
Staffing Manager

Sai People Solutions, Inc.
"Celebrating 25 Years of Consultant Satisfaction"
Toll Free: 866 313 6849 x 118
Phone: 281 358 9411 x 118

EFax: 1-(773)-303-1370
Email: PRich@saipeople.com
Web: www.saipeople.com

Jo Ellen Wayne
Oregon Fruit Products Co.
joellenw@ofpc.com