

Sales Manager
Albion Engineering Company, 1250 N. Church Street
Moorestown, NJ 05057

General Description – The primary responsibility is the development and management of a sales plan for our key distribution channel partners to achieve the company’s revenue growth and profitability goals. The position is responsible for managing the sales staff that includes a team of independent sales representatives. You will collaborate with Operations, Marketing, Design Engineering and Finance, to win new opportunities and assure Customer Satisfaction. You must have a proven track record of building strong customer relationships resulting in market share growth and capturing new opportunities.

Specific Position Responsibilities Include:

- Developing and executing a sales plan to increase profitable sales revenue
- Demonstrate an ability to build and maintain key relationships with customer representatives at all levels of responsibility (e.g. Presidents, VP, Division Manager, Buyer, Planner....)
- Coordinate with Marketing and Engineering to identify new products and services
- Identify and develop new trade channels for all potential market segments
- Manage training/demonstrations/sample tool program with customers, including follow up, as needed
- Support Marketing activities for advertising and promotional programs
- Represent Albion at trade shows and association meetings
- Ability to communicate value propositions and close new business with customers while maximizing profits, revenues and market share
- Indirectly/directly lead cross-functional teams
- Develop and negotiate terms and conditions for accounts to effectively manage overall profitability
- Analyze industry market trends, competition, products, and pricing in order to identify trends to develop opportunity and contingency plans
- Understand, promote and follow company rules and regulations
- Perform all other duties as assigned and required
- Travel: 25% to 50% of the time. Some International maybe required

Skill Requirements Include:

- A Team Player
- Five years leading channel sales & marketing efforts or five years leading sales and marketing efforts at major account
- Bachelor’s degree from a four year college/university
- Proficiency with all MS Office applications
- Excellent written and verbal communication skills
- Self-motivated with sound judgment and reasoning ability
- Management/Supervisory experience
- Strong problem solving with mechanically inclined skills.

Send resume including salary history to ronald@albioneng.com