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## General Manager – Nashville, TN

### Description

#### Incredible Opportunity!

#### General Manager – Nashville, TN

My client is a growing \$150M+ Specialty Chemicals company who is seeking an experienced General Manager who will be entirely responsible for the development and performance of their recently opened operation/branch in Nashville, TN. As the General Manager, you will be the face of the brand within the Greater Nashville business and industrial communities and associations. You will utilize your direct sales, account development/management, customer service, marketing, public relations and leadership abilities to grow revenues, exceed customers' expectations in service and product every day and exponentially grow brand recognition. You will be tasked with meeting operational, sales, service and revenue goals, growing and diversifying client base, creating and maintaining strong customer relationships with current and future clients, setting sales goals and overseeing the performance of your all team members along with the general management and administrative duties of the facility. Your primary focus in the beginning will be to set the direction and tone of the future success of the Nashville operation while developing new customers in the area.

#### About the Company

My client has been growing rapidly for the last 40+ years and operates in every state except Alaska. With more than 50+ operations nationwide and a very strong brand name within most Industrial verticals, this individual will be joining a team of established success. My client has low turnover and a culture that is positive with a collaborative team oriented approach to supporting customers. They provide a balanced life style and encourage employees' family time. Good health habits are also important and they provide a competitive benefit package.

#### Additional Information

While you will be responsible for setting the tone and direction of the operation in general, it already has a stellar operations team in place This is certainly a critical role within the company and we are taking some time to find the right person. If you know that you are the right person for this opportunity and have the experience and skillsets we are looking for then I want to hear from you today!

Veterans Welcome!

#### General Manager Responsibilities:

- Grow revenues through continuous solution-selling activity including lead generation, prospecting and closing new customers
- Meet, maintain and grow current client base through strong interpersonal relationship skills and exceeding customer expectations in service and product everyday

#### Hiring organization

Titan Executive Search

#### Employment Type

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#### Beginning of employment

Spring, 2021

#### Duration of employment

Permanent

#### Industry

Chemicals, Manufacturing

#### Job Location

Nashville, TN, USA

#### Base Salary

\$ 75000 - \$ 80000

#### Date posted

October 27, 2020

- Embrace and become the face of the company brand within the Greater Nashville communities to ensure the future growth and success of the operation
- Lead, manage, direct, develop and oversee day to day functions of the Nashville operation
- Create and manage budgets
- Hire and train new employees as growth requires
- Evaluating performance and productivity of current and future team members
- Meet with customers to discuss their evolving needs and assess/improve the quality of company's relationship with them
- Leading, training, directing, mentoring sales team and sales team performance
- Meeting and tracking overall planned sales goals
- Setting and tracking individual sales targets
- Promoting organization and products
- Understand ideal customers and how they relate to specific products
- Analyzing accounting and financial data
- Generating reports and giving presentations
- All administrative duties of branch
- Any other duties and responsibilities as it pertains to this position and the leadership of the Nashville operation

**Ideal Candidate Qualifications:**

- 3 – 5 year's Sales Management Experience (B2B/Industrial Sales)
- 1 – 2 year's General Management Experience
- 1 – 2 year's developing and managing budgets
- Track record of superior performance metrics
- Experience in customer relationship management
- Experience in planning and implementing sales strategies to achieve revenue and profitability goals
- Successful track record of leading a sales team to achieve desired results
- Working knowledge if different business functions
- Strong leadership capabilities
- Strong negotiation and conflict Management skills
- Strong Team-building and Interpersonal skills
- Ability to coach, train and motivate employees
- Strong decision-making abilities
- Familiarity with SalesForce CRM
- High School Diploma Required; Bachelor's Degree from a 4-year accredited University preferred

**Compensation:**

- \$75,000 – \$80,000 (salary + commission – to start)
- Bonus (based upon profitability)
- Company Benefits (Health, Dental, Vision, Retirement & more)
- Company Vehicle + Fuel Card
- Strong Corporate Support & Training
- Family-focused company culture