



<https://titanexecutivesearch.com/job/sales-manager-tampa-fl/>

Sales Manager – Tampa, FL

Description

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My client is a growing \$100M+ Specialty Chemicals company who is looking for a high-performing Sales Manager who will be responsible for leading, training and developing their Sales Team along with increasing customer acquisition and revenue growth within Central Florida. Our ideal Sales Manager will have a successful background in Chemical Sales and leading/managing a sales team along with an in-depth knowledge of and experience with the sales process, lead generation, relationship building and closing deals. You will be a leader who builds an inspired sales team that performs and achieves results they never thought possible; someone who looks for innovative ways and new channels/markets to grow revenues; and someone who knows how to grow relationships and revenues within current accounts.

You will be tasked with the day to day leadership and direction of the Sales Team along with achieving revenue targets/goals, diversifying client base, creating and maintaining strong customer relationships with current and future clients, setting sales goals and overseeing the performance of your sales team. You will also be responsible to maintain a successful and productive professional relationship with the Operations Manager in order to achieve desired results.

The ideal candidate will also have the opportunity/ability to promote themselves (be promoted) into the vacant Regional Sales Manager role over the entire State of Florida within 2-5 years.

About the Company

The company 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 positive culture with a collaborative team oriented approach to supporting customers. They provide a balanced life style and encourage employees' family time.

Additional Information

The State of Florida is split into three regions (North, Central and South) which three different branches cover. This Sales Manager opportunity will be located out of their Lakeland/Tampa office and covering Central Florida. All three offices (Sales Managers) report directly to the VP of Florida. This person will begin as a Sales Manager of Central Florida but will have the opportunity/ability to promote themselves (be promoted) into the vacant Regional Sales Manager role over the entire State of Florida within 2-5 years.

This is a challenging but exciting and rewarding role for the right individual. If you feel 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!

Sales Manager Responsibilities:

- Exceed overall sales targets and revenue growth goals for Central Florida
- Lead, direct, develop and oversee day to day functions of the Sales Team
- Recruit, hire, train, coach, motivate and lead a high-performing Sales Team
- increasing customer acquisition and revenue growth within Central Florida
- Find innovative ways and new channels/markets to grow revenues
- Grow relationships and revenues within current and future accounts
- Meet and manage lead generation expectations/goals
- Evaluating performance and productivity
- Assess the strengths and weaknesses of the sales team and manage the sales programs accordingly
- Provide on-the-ground support for sales representative and account managers as they generate leads, prospect and close new deals
- Meet with customers to discuss their evolving needs and assess/improve the quality of company's relationship with them
- Setting and tracking individual sales targets with the sales team
- 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 Sales Operation of Central Florida

Ideal Candidate Qualifications:

- 5+ year's Sales Management Experience (B2B/Industrial Sales/Chemical Sales preferred)
- 5+ successful track record in Outside Sales (B2B/Industrial/Chemical)
- 5+ years building high-performing Sales Teams
- 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 which includes inspiring others to achieve outstanding results
- 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:

- \$60,000 – \$75,000 base salary (based upon experience)
- Strong Commissions/Bonus Plan
- Benefits including Health & Retirement
- \$500+ Vehicle & Gas allowance

Hiring organization

Titan Executive Search

Employment Type

Full Time

Duration of employment

Permanent

Industry

Chemicals, Manufacturing

Job Location

Tampa, FL, USA

Base Salary

\$ 60000 - \$ 75000

Date posted

April 20, 2020