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## Sales Manager

**Job Description:** Report to the President and management team of Streib Company. The Sales Manager is responsible for overseeing the sales / estimating teams responsible for \$20-\$30 million of annual sales. This position is a leadership role that will require interpersonal and persuasive skills. The Sales Manager oversees the daily activities of the sales / estimating teams, meet with clients, forecasting, draws up sales reports and strategies, and works to market and promote company products and services.

### Responsibilities:

- Coach and support electrical sales teams including outside sales representatives and estimators
- Develop and train new product lines for sales team
- Develop sales procedures to improve efficiency and accountability
- Generate sales revenue to meet company budget and goals
- Review quotes and job costs to ensure appropriate job profitability
- Work with the Executive team to develop and execute on the company strategic plan
- Coordinate and monitor sales and production play meetings to ensure project success
- Ensure internal and external customer satisfaction
- Manage and forecast sales opportunities and delegate to sales and estimating staff based on skill set and capacity

### Qualifications / Requirements:

- Bachelor's degree in business, marketing, or communications, or equivalent work experience
- Minimum of 8 years' experience in sales management
- Minimum of 5 years' experience in the electrical industry
- Working knowledge of Microsoft products and ability to learn applicable software
- Excellent communication skills
- Basic to advanced business acumen encompassing strategic planning, sales plan development, finance, marketing, risk management, human resource management, and business process improvement