



Sales Manager

Corporate Office, Winona, MN

The Sales Manager oversees the entire sales function at MWSCO and has direct responsibility for providing outstanding customer service and initiating sales activity. The Sales Manager is responsible for contributing to overall company success through effective promotion and management of sales team, products and services.

Primary Responsibilities:

- Work with Regional Sales Managers to establish sales goals, enforcing accountability across the entire sales team
- Make end user calls as needed to support Sales Representatives and Managers
- Work integrally with Operations Manager to ensure clear communication of goals, objectives
- Communicate regularly with President to review company needs and how the sales team can meet those needs
- Work with Cryogenics Manager to determine customers who are candidates for bulk and follow up on leads/opportunities provided by sales team to help formulate proposals
- Work closely with Marketing Director on sales promotions, flyers, new product introductions, etc.
- Maintain and project the professional reputation of MWSCO through all interactions

Knowledge and experience:

8+ years of leadership and management experience in industrial distribution required.

Thorough understanding of sales operations, account management skills and customer service philosophy, working knowledge of welding/gas processes and applications, general knowledge of basic accounting

Skills and Abilities:

- Exhibit customer focused behavior to build positive relationships and strive to understand customer's needs, both internal and external
- Ability to deal with difficult situations in a diplomatic and professional manner
- Excellent analytical and creative problem solving skills with the ability to make independent decisions as well as ability to discern when to escalate issues
- Ability to recommend and implement process improvements as necessary
- Strong interpersonal skills, competency for understanding metrics and ability to present and communicate to all levels of the organization as well as external customers
- Excellent oral and written communication and interpersonal skills. Ability to adjust communication method based on customer situation