



Newman Tucker Group, Inc.

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POSITION SPECIFICATION
OUR CLIENT
AN AEROSPACE MANUFACTURING COMPANY
IS SEEKING A
SALES MANAGER
Florida

Reporting to the Director of Sales and Marketing, the Sales Manager is responsible for the development and performance of sales activities of the Company as well as implementing plans and strategies to expand the customer base as established by top management.

WORK PERFORMED:

- Maintain good relationship with existing customers, conduct conferences and visits as required ensuring customer satisfaction while striving for new opportunities.
- Creates and conducts proposal presentations and RFP responses.
- Prepares action plans for effective search of sales leads and prospects.
- Participate in the development of action plans to penetrate new markets.
- Participate in the development and implementation of marketing plans as needed.
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
- Maintains accurate records of all pricings, sales, and activity reports submitted.
- Controls expenses to meet budget guidelines.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Perform other related activities as directed by the Director of Sales and Marketing or by senior management.
- Communicating the quality policy to each employee.
- Clarifying specific responsibilities for quality.
- Implementing the quality system to carry out the plans and achieve objectives.
- Monitoring and continually improving the level of customer satisfaction.
- Monitoring and continually improving the defect and error rate of internal process and systems.
- Providing quality related and job related education and training for employees.

EXPERIENCE/SKILLS REQUIRED:

- 3-5 years of experience in sales.
- Willingness to travel at least 50%.
- College graduate, preferably in Mechanical Engineering.
- Product knowledge and technical background in hydraulics (piston pumps & motors, valves & manifolds) and/or in portable HVAC systems.
- Knowledge of contracts and procurement procedures, regulations and terminology.

For confidential consideration please Email your resume to:

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A Premier Executive Search Firm