

Job Description



Vice President of Sales

JOB POSTING – Sheffield Metals Sheffield Village, OH

Position Summary

The Vice President of Sales is the driving force of the sales effort for the entire organization. This leadership position provides regional sales performance expectations, collaborates with General Sales Managers and their sales teams to build long-term profitable partnerships, implements sales initiatives for new products and markets and provides market intel to the executive management team to drive strategy along with other performance driven objectives. The position requires a talented individual with leadership skills, demonstrated humility in previous management positions and has a drive to grow and learn as a person and an executive. There is a strong preference that this position works out of Sheffield's corporate office.

Job Duties

1. Develop and manage efficient sales processes that are documented, sustained and implemented across all inside and outside sales divisions consistently
2. Contribute to and implement market winning strategies
3. Conduct product and service offering reviews and determine effectiveness through KPI's
4. Mentor and develop the regional sales management teams as well as help identify and cultivate up and coming driven and talented individuals within the Company
5. Implement and manage the Sheffield CRM such that good and accurate information is provided so that reps can make informed and profit-maximizing decisions
6. Drive collaboration on the Company's management team as well as amongst the operations teams across all divisions within the organization
7. Understand the full complement of Company financial documents and drive decision making on the national and regional level to maximize efficiency, profitability and cash positions
8. Gather and maintain accurate market intel and routinely provide feedback to the management team to enhance strategic initiatives
9. Other duties as assigned

Education

A high school diploma or GED is required; an undergraduate degree from an accredited college or university with a focus in Business Administration, Finance, Accounting, Economics, Marketing, or related discipline; in the absence of a degree, directly-related job experience serving in an industrial sales role, where a number of years and proven knowledge may offset the degree requirement

Experience & Skills

- Experience in a company with total sales responsibility and authority
- At least 10 years of prior industrial sales experience with proven experience meeting and exceeding sales goals
- Experience in metal roofing products is preferred
- Ability to prepare reports on sales forecasts, market trends, competitor's actions, and new product developments

- Requires a results-oriented individual (“hunter” mentality) who is detail-oriented, self-motivated and disciplined
- A proven track record of building and maintaining effective customer relationships within different organizations to meet or exceed established goals for product sales
- Extensive negotiating skills and effective at closing opportunities
- Excellent time management skills
- Ability to positively lead, motivate, manage and hold accountable field sales personnel
- Demonstrated mechanical aptitude
- Ability to explain technical concepts to a non-technical audience
- Business acumen and knowledge of financial metrics for use as key performance indicators
- Tenacious and persistent in working all stages of the sales process and can overcome objections
- Proven ability to lead and influence others
- Demonstrated strong organizational abilities, prior experience utilizing a Customer Relationship Management system for business information tracking
- Requires solid written and verbal communication skills
- Strong analytical, conceptual and planning skills are required
- Excellent math skills and overall PC literacy (Microsoft Office) are required
- Must be detail oriented, self-motivated and disciplined with the ability to multi-task
- Must successfully complete a criminal background check, physical, drug screen and E-verify

Travel

Travel for this position is routine; approximately 70%

If interested in applying for this position, please submit your resume and letter of intent (why you feel you would be a good candidate for this position) to jwallenhorst@mazzellacompanies.com or fax resume and cover letter to 440.239.5703.

Or, mail resume and cover letter to:

Human Resources
Mazzella Companies
21000 Aerospace Parkway
Cleveland, OH 44142

Mazzella Companies participates in the federal government’s E-Verify program. With all new hires, we provide the Social Security Administration and when applicable, the U.S. Department of Homeland Security with information from each new employee’s Form I-9 to confirm work authorization.

This job description is not meant to be an all-inclusive list of duties, functions and/or responsibilities of this position. Other related functions and responsibilities may be assigned by the immediate supervisor as required to complete assignments or initiatives. Mazzella Companies reserves the right to change, add, delete or modify job functions as necessary based on business necessity. The Company or employee, independently, has the right to terminate employment at any time for any reason; employment is at will. This job description does not promise or guarantee continued employment with Mazzella Companies.