

ABOUT US:

Smartrend Manufacturing Group (SMG), Inc., established in 2004, is a leading supplier of customer-specific engineered parts and assemblies for transportation industries and general industrial applications. In 2018, First Light Safety Products (FLSP) was created as a tradename under SMG, to pioneer self-contained illuminated safety products for the pupil transportation industry. In the years since FLSP has emerged as the market leader for Illuminated School Bus Signs and Fully Illuminated Stop Arms and pursued exclusivity over its products and technologies through considerable investment in proprietary know-how and patent protection.

SUMMARY:

As the **Sales Manager** you will direct/lead overall sales of the Company. You are part of the leadership team and will develop and implement sustainable sales strategies that align with marketing and overall revenue goals. You are an ambitious sales leader that is organized, detail-oriented, has excellent oral and written communication and team management skills.

DETAILED DUTIES AND RESPONSIBILITIES:

- Develop and implement effective sales strategies to achieve sales targets
- Monitor, oversee and report on the daily operations of the sales department
- Develop and conduct sales campaigns, and collaborate with the marketing team towards promotional plans
- Develop, monitor, and analyze performance metrics and suggest improvements
- Provide regular support and mentorship to the sales team
- Manage relationships with key accounts
 - Negotiate and close supply agreements
- Prepare monthly, quarterly, and annual sales forecasts
- Become a subject matter expert on FLSP products
- Keep abreast of industry trends and competing products and pricing
- Liaise with other departments to ensure consistent brand messaging and customer satisfaction
- Update company CRM as needed
- Participate in industry tradeshow and professional events

KNOWLEDGE, SKILLS, AND ABILITIES:

- Degree in Sales, Marketing, Business Administration, or relevant field
- Proven work experience as a Sales Manager or related position
- Experience managing a high-performance sales team
- Capacity to manage various projects and work within tight timelines
- Proficient with CRM software and Microsoft office programs
- Ability to understand and analyze sales performance metrics
- Customer focused attitude with excellent negotiation skills
- Strong communication and team management skills
- Excellent organizational and time management skills
- Valid driver's license with a good driving record
- Ability to prioritize and manage multiple tasks simultaneously
- Availability to travel as needed

Share with us your talent, drive, and entrepreneurial spirit and we will provide a creative and supportive environment, where valuable contributions are rewarded and celebrated with professional growth, job satisfaction, and an attractive total compensation program as follows:

- Starting salary of \$100,000 to \$120,000, depending on experience
 - Annual bonus of 15% based on performance metrics
- Opportunity for advancement to Director of Sales & Marketing
 - Includes an increase in salary, bonus, and potential participation in ESOP
- Group Insurance Plan with Health Spending Account
- Paid Vacation
 - Includes company paid shutdown from Christmas to New Year

We would like to thank all applicants who apply, however, only those selected for an interview will be contacted.