



We are looking to hire a **Sales Manager!**

This individual will come with a proven track record of driving and achieving long-term, sustainable, and profitable growth by managing the sales team to strategically seek out and acquire new clients, successfully qualify leads, and generate new business.

This individual will possess the experience of leading a sales team to build value, lead the sales process, and close business with key clients using integrity, ethics, and values to build trust. They will have strong business acumen and bring insights to the management team on sales team activities, market trends, dealer and end-user feedback, sales results, and forecasts to direct future strategies for continued growth. This person will be responsible for expanding this team as the company continues to grow over the coming years.

Primary Responsibilities

- **Selling Value and Closing Business** – Expanding and enhancing the company's business by articulating the value that Edney Distributing solutions bring to prospective clients and closing business
- **Planning and Accountability**– developing and executing a growth-oriented sales plan through transparent, regular communication
- **Driving Results** – Driving new revenue growth for the organization through the Sales Team. This includes holding the team accountable
- **Coaching and Developing the Team** – Maintaining a productive and healthy work culture and confidently motivate, mobilize, and coach the team to meet high sales performance standards and goals. They will communicate and execute a development strategy for the sales team
- **Collaborative Leadership** – Playing an integral leadership role within the Edney Distributing Marketing and Sales Department

Qualifications

Must have: minimum requirements

- Bachelor's degree in business administration, marketing, or related field
- Ability to travel 50% of the time
- Minimum of 5 years B2B experience preferably in the wholesale equipment industry
- Combined B2B sales/sales management experience for a small-to-mid-sized sales team
- Successful experiences and ability to drive and exceed company growth targets
- Strong coaching skills – ability to observe, listen, and provide feedback to sales team to develop their skills



- High emotional intelligence, working from a place of empathy and understanding
- Collaborative, leveraging the team and seeing the strengths of others as value add to the organization
- Strong organizational skills – able to create, execute and hold others accountable to a plan

Nice to have:

- Experience utilizing CRM to accurately capture data and activities
- Extensive and accurate computer skills using Microsoft Office
- Able to breakdown and explain complex concepts in simple, clear language appropriate to the audience

Core Values: Integrity, Service Excellence, Teamwork, Connection, and Innovation

Edney offers a competitive compensation package along with excellent benefits!

This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines. While performing the responsibilities of the position, these work environment characteristics are representative of the environment the person in this position will encounter. While performing the duties of this job, the employee will work in a professional, fast-paced office environment that may require additional hours to complete work. Ability to travel up to 50% of the time.

Edney is an Equal Opportunity Employer and does not discriminate solely on the basis of a person's race, color, creed, national origin, religion, age, gender, marital status, sexual orientation, disability, or any other protected class as consistent with applicable law.