



SALES MANAGER

Chicago Tube and Iron Company is a leader in the metals distribution and fabrication industry. We are an established company with an impressive record of profitability and growth. At Chicago Tube and Iron, we like to think of ourselves as a company that is big enough to offer financial strength and stability, but yet small enough to quickly change direction when our customers' needs require it. Our sales force and operations personnel share their expertise to come up with the best possible solutions for our customers. Want to know more? Visit us at www.chicagotube.com.

We offer a competitive salary commensurate with experience, and a comprehensive benefits package that includes medical, dental, and vision insurance, as well as supplemental life and disability benefits. We also offer a 401(k) Plan.

We are seeking a **Sales Manager** for our **Wisconsin Division** located in **Fond du Lac**.

JOB DUTIES:

This individual will be responsible for directing the sale of company products and services for the Wisconsin Division. Following are the primary duties and responsibilities of this position:

- Responsible for the supervision of inside and outside salespersons – evaluates their activities, provides motivation, counsel, and guidance
- Maintains contact with major accounts
- Personally services selected accounts, which may include distributors or a specific territory
- Maintains lines of communication with Division General Manager – suggests changes in pricing, policy, and division marketing activities
- Provides input for decisions concerning division's products
- Assures that profit and growth activities are met and sales expenses are controlled
- Administers advertising and sales promotion activities and those public relations activities and functions affecting the division's marketing area
- Prepares various regular and special reports, and quota reports
- Responsible for the maintenance of company cars and equipment assigned to salespersons

JOB REQUIREMENTS:

A Bachelor's degree is required, with a concentration in business administration, management, or marketing preferred. Experience in sales management is also required; sales work experience in the metals distribution business is highly preferred. This individual will have proven sales supervisory skills and solid computer skills, with experience in the use of Microsoft Word, Excel, and PowerPoint. The successful candidate will exhibit professionalism and must also possess good work practices and a solid work ethic.

Please click on the link below to apply:

https://workforcenow.adp.com/jobs/apply/posting.html?client=chicagotub&ccId=19000101_000001&type=MP&lang=en_US

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