



Job Description

Job Title: District Sales Manager-ESM Sales
Department: (357) Concrete Products Business Unit – ESM Sales
Location: (10) Insteel Wire Products, Mount Airy, NC
Reports To: National Sales Manager–ESM
FLSA Status: Exempt

SUMMARY

Represents Insteel Wire Products in an assigned territory by selling and servicing accounts in accordance with company policies and procedures. Aggressively solicits orders from current and potential accounts. Achieves fiscal volume and sales objectives by increasing participation at existing accounts and establishing new customers. Is knowledgeable of competitors activities and regularly reports on their activities. Coordinates all efforts with Inside Sales Representatives as team work is essential.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following:

Carries out responsibilities in accordance with the organization's policies and applicable laws.

Other duties may be assigned.

Develops and implements sales strategies which satisfy customer needs while achieving business plan objectives.

Determines customer requirements including specifications and technical issues, quantities, pricing and delivery, packaging and other product related information through direct contact with the appropriate customer functional group.

- Is responsible for pricing sheet accuracy for all respective accounts.
- Makes pricing recommendations to National Sales Manager.
- In conjunction with Inside Sales Representative, secures necessary New Product Inquiry Information.

Meets periodically with customer to review status of relationship and performance to customer expectations. Travels territory in an organized and systematic manner for the most profitable and economical use of time and dollar expenditures.

Serves as a liaison on quality and technical issues and arranges visits/meetings between appropriate customer/company functions.

Develops and presents analysis of business trends, customer relations, competitor information, and other historical/forecasting data.

- Maintains accurate records of all accounts, current, prospects, and competition.
- Prepares and submits call, itinerary, and expense reports on a weekly basis; forecasts, and territory activity reports on a monthly basis and other reports as required by National Sales Manager.

Has an understanding of present and future market conditions based on research, customer input, broad industry analysis, economic indicators, and other factual and intuitive sources in information.

Communicates with Inside Sales Representative, National Sales Manager and others as necessary to inform of all activity in the territory. Reviews territory order short falls with respective Inside Sales Representative on a weekly basis.

Provides the information necessary for customer claims/complaints to be processed accurately and timely.
Secures information for the processing of new account credit applications on a timely basis.

Is ultimately responsible for turnover of inventory held for customers in his territory. Works with respective Inside Sales Representative to determine inventory levels.

SUPERVISORY RESPONSIBILITIES

None

QUALIFICATIONS To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

EDUCATION and/or EXPERIENCE The education requirements and experience requirement listed here indicate the minimum basic educational knowledge and the time required by a normal qualified person to perform the job duties of the position.

Extensive professional, technical or administrative training (Bachelor's Degree) preferred; broad knowledge of marketing and sales, computer skills, and able to work in a team environment; required knowledge of the engineered structural mesh and/or prestressed concrete industries; and a minimum of 5 years experience in similar industry or 3 years field sales experience in similar industry.

COMPLEXITY OF DUTIES

Duties require considerable judgment to work independently toward general results, to devise new or modify and adapt existing methods, techniques and procedures to meet new or unusual requirements and to make related decisions guided by precedent and with the limits of established policies.

CONFIDENTIAL DATA

Works with confidential data of major importance which, if disclosed, may be detrimental to the company's interest.

CERTIFICATES, LICENSES, REGISTRATIONS

Valid Driver's License

PHYSICAL DEMANDS The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Frequently (30-70%):

Talk or hear (normal or corrected)

Occasionally (Up to 30%):

Bend, stoop, kneel, crouch or crawl

Reach overhead with hands and arms

Stretch

Stand

Sit

Walk and move around

Rotate body from a sitting and standing position

Use hands to feel, touch, grasp or grip tools, objects, or handles

Perform repetitive movements

Lift, carry, push, or pull up to 75 pounds with mechanical assistance as needed

Vision requirements of this job include:

Near acuity

Depth perception

Distinguish colors

Dim or bright lights

The use of mechanical controls includes:

Buttons

Knobs

Lever

EQUIPMENT USED

Frequently (30-70%)

Motor vehicle for transportation

Computer

Routine office equipment such as telephone, fax, copier, printer, etc.

Occasionally (Up to 30%):

Hand tools

Calculator

Machinery such as abrasive saw or wire cutter
Measuring devices such as a micrometer and tape measure

WORK ENVIRONMENT The work environment characteristics described here are representative of those an employee encounters while performing the essential function of this job. The employee is responsible for minimizing accidents within the facility and for following established safety policies and procedures during performance of this job.

Somewhat undesirable working conditions

Frequently (30-70%):

Travel

Occasionally (Up to 30%):

Heat (weather and non-weather-related)

Cold (weather related)

Wet or humid conditions

Slippery floors, ramps, etc.

Loud noise

Outside weather

Dust

Dirt

Moving or dangerous machinery

Electrical shock hazard

Work at heights

Toxic or caustic chemicals

Vapors, odors, fumes, gases

Explosive or incendiary danger

REQUIRED PROTECTIVE CLOTHING/DEVICES

Occasionally (Up to 30%):

Earplugs

Safety goggles/glasses

Safety shoes

Hard hat

Gloves