

POSITION: Director of Sales, Portland, Oregon

Grand & Benedicts, a Leading Fixture and Display Company, has an immediate opening for a Director of Sales at our corporate headquarters in Portland Oregon. Candidate must be a dynamic individual with outstanding interpersonal skills who understands how to develop and execute sales plans and strategies in accordance with corporate sales and profit objectives. A professional appearance and strong organizational skills are a must.

The Director of Sales is primarily responsible for expanding new business growth through the effective development and management of a professional outside sales team. The Director of Sales uses different techniques to coach, motivate, train and develop the sales team to maximize their productivity and minimize employee turnover. Additionally, the Director of Sales:

- Develops specific selling plans for target accounts
- Conducts proposal presentations
- Negotiates pricing for multi-million dollar contracts
- Initiates research and analysis of potential new sales leads
- Plans and implements strategies to aid outside sales team in marketing
- Maintains a large base of qualified prospects working through outside sales team activities (i.e. phone calls and personal visits)
- Performs weekly planning and review sessions with sales team
- Develops monthly reports for financial forecasting
- Assists in closing sales

Qualified candidates have a BS/BA degree in Business, Marketing or related field plus five to seven years of experience managing a staff of outside sales professionals. Must have demonstrated skills in training and development of sales professionals, a strong results and follow through orientation, excellent verbal and written communication skills, and personal computer proficiency in a Windows environment utilizing word processing, spreadsheet applications, and/or territory management software. Exp using ACT! software and store fixture industry background a plus.

We offer a lucrative salary plus incentive program, reimbursement of travel expenses, 401k, profit sharing, 125 plan, PTO, exercise facility, wellness programs, Life/AD&D/LTD, and full health benefits. Email resume to hr@grand-benedicts.com, fax 503-797-0633, or visit our web site at www.grand-benedicts.com



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