



SITECH South Sales Manager

SITECH South is currently seeking a Sales Manager for the SITECH South trade region of Georgia, Alabama, Northwest Florida and South Florida. To be considered, please email your resumé to Brian Holley – bholley@sitechsouth.com.

Job Summary

The Sales Manager reports directly to the General Manager and is responsible for actively managing all aspects of sales within the SITECH Technology Dealership. A SITECH Technology Dealer's Sales Manager should have a minimum of 10 years experience in the sale of earthmoving equipment and/or technology and excellent communication and management skills, in the construction industry. This individual will actively manage the sales force to achieve their sales targets, seek new markets and expand sales within the Trade Area. The Sales Manager is responsible for managing the SITECH Technology Dealer's sales and support teams to work toward achieving 100% customer satisfaction. Duties include the management of the sales force to set and achieve their sales targets, seek new markets and expand sales within the Trade Area.

Primary Duties

- Accountable for the overall sales performance of the dealership including the achievement of revenue, profit and sales related expense budgets on a monthly/quarterly/annual basis.
- Sets and manages realistic revenue forecasts.
- Establishes appropriate short and long-term strategies to compete effectively in the current and future market.
- Determines and implements appropriate management and governance structures to execute strategy profitably.
- Maintains strong customer relations and satisfaction; proactively and diligently works to ensure customer problems are resolved quickly
- Directs and guides employees towards achievement of company objectives and goals.
- Regularly identifies strengths, weaknesses, opportunities and threats in the market, specifically with competitors.
- Recruits, selects and develops sales team members.
- Develops and motivates high performers; improves or removes low performers.
- Maintains close relationship and clear communication with manufacturer sales managers
- Delivers regular and accurate forecasts to the General Manager and major suppliers
- Proactively drives collection of information that aids in the development and improvement of products and services offerings
- Inspires others to share their vision and support them to reach a common goal
- Coordination and planning of budgets, people and time management.
- Dedicated to improving results.

Characteristics / Skills

- Strong Sales aptitude – has successfully sold products and services
- Experienced in all aspects of the sales process including:
 - Determination of Market Potential
 - Calculation of Market Share

- Quantifying Deal Visibility
 - Calculating Deal Closure Rate
 - Establishing Sales Plans and Quotas by Territory and Product Line
 - Sales Planning
 - Lead Tracking
 - Consultative Sales Process
 - Key Account Management
 - Customer Retention
 - Sales Employee Coaching and Training
- Proven leadership ability to influence, develop, and empower employees to achieve objectives with a team approach.
 - Willingness to take disciplined risks
 - Able to set priorities appropriate for short and long-term objectives
 - Possesses integrity and good character
 - Maintains sense of urgency; appropriate impatience
 - Willingness to give personal commitment to, and make personal sacrifices for, the job
 - Ability to modify behavior/approach in different situations
 - Willingness to learn from and listen to others
 - Learns from successes and failures
 - Keeps up to date with market trends and new developments utilizing information for business improvement
 - Ability to make strategic decisions
 - Strong motivational, innovative, and interpersonal skills
 - Analytical expertise in understanding complex issues and their consequences

Education/Experience

- Bachelor's Degree in business-related field or in an industry domain (e.g. agriculture, GIS, construction).
- Extensive knowledge of SITECH products, typically gained through experience with a dealership or a SITECH equipment manufacturer is highly desirable
- MBA is desirable, but not required.
- Experience in a sales marketing position is desirable.
- Minimum of 5 years experience in a sales management position

Local Requirements

- Strong command of Written and Verbal English
- Written and Verbal Spanish is a plus

ABOUT SITECH SOUTH

Headquartered in Atlanta, GA, SITECH South, an Equal Opportunity Employer, is the leader in providing easy-to-use, comprehensive Trimble construction technology solutions for contractors of all sizes in Georgia, Alabama and portions of North and South Florida. From Trimble machine control systems, to site positioning and software solutions, SITECH provides the support, expertise, and experience to increase productivity and maximize return on investment through connected worksite solutions.