

SALES MANAGER

Campbell Foundry is seeking an experienced and motivated Sales Manager to oversee the daily operations of our Clinton location & will be responsible for managing and growing sales within the assigned territory. The role includes reviewing plans and estimating material costs, developing and maintaining relationships with clients, identifying new business opportunities, and meeting sales targets. The Manager will also need to provide product knowledge, assist with project needs, and ensure customer satisfaction. The ideal candidate will be responsible for driving sales, managing a team, and ensuring compliance with company policies. This role requires strong leadership skills, a focus on customer relationship management, and the ability to foster a positive work environment while achieving business objectives.

Responsibilities

- Lead and manage branch operations, ensuring adherence to company policies and procedures.
- Drive financial sales by developing strategies to increase customer engagement and product offerings.
- Build and maintain strong relationships with customers through effective relationship management.
- Supervise and mentor branch staff, promoting teamwork and professional development.
- Monitor branch performance metrics and implement improvements as necessary.

Qualifications

- Experience in construction sales.
- Excellent relationship management skills with a focus on customer satisfaction.
- Demonstrated ability to lead a team effectively while fostering a collaborative work environment.
- Strong communication skills, both verbal and written.

If you are passionate about leading a team to success while providing exceptional service to our customers, we encourage you to apply for this exciting opportunity at Campbell Foundry Company in business since 1921.

Please send all resumes to HR@campbellfoundry.com