

# Sales Manager

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## LOCATION

- Bethesda, MD

## DESCRIPTION

- The Sales Manager is responsible for managing all sales activity and growth while focusing on growing prospective customer base and profit margins.

## RESPONSIBILITIES

- Establish sales goals, objectives and action plans as the manager of a 5-6 person Sales' team;
- Establish annual business plans by implementing marketing strategies;
- Track and manage sales opportunities throughout the selling process;
- Maintain market information related to competition and industry trends;
- Provide support and guidance to sales staff through hands-on coaching and training;
- Represent Company in industry organizations including active participation in trade associations.

## QUALIFICATIONS

- Vast, proven knowledge of the Washington/Baltimore construction industry;
- 5 years in a sales or account manager role;
- Excellent verbal, written and computer skills, including Microsoft Office;
- Strong geographical knowledge of MD, Northern VA and the DC/Baltimore metro areas;
- Working knowledge of Salesforce or similar CRM system;
- Bachelors' Degree in Business, Marketing, or related discipline preferred.

## BENEFITS

- Top pay
- Paid holidays (7)
- Company PTO plan (personal time off)
- Medical, dental, life & disability insurance
- Performance bonuses
- Educational assistance program
- 401(k) plan

## ABOUT US

- ReAgg is a leading **Construction Aggregate Supplier** committed to providing quality products and services throughout Maryland, Northern Virginia, Washington, DC, and the Baltimore Metropolitan area.

## APPLY

- For immediate consideration, please fill out an [application](#) and submit it to Alannah Griffith at [agriffith@reagg.com](mailto:agriffith@reagg.com).
- If you have any questions, please call Alannah Griffith at (240) 788-3608 or our main office (301) 336-6700.