

Sales Manager

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 3–4-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 participating actively 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, a must.
- Working knowledge of Salesforce or similar CRM system.
- Bachelor's degree in business, marketing, or related discipline, preferred.

BENEFITS

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

ABOUT

- With over 30 years of experience, ReAgg is proud to be a leader and pioneer in the aggregate, construction, and transportation industries with a strong reputation for providing quality construction materials and consistent, reliable service our customers can count on.
- To find out more, visit our website at www.reagg.com.

APPLY

- To apply, please send your resume to employment@reagg.com.
- For immediate consideration, please visit our [Career Page](#) to complete an application.

We look forward to hearing from you!