

Sales Manager – Chicago Heights Illinois

Team Tube is a multi-branch metal service center. We inventory and sell specialty steel products used in a wide variety of original equipment manufacturing and repair industries. We are currently seeking a Sales Manager to join or team in Chicago Heights.

Your responsibilities will include identifying business opportunities, developing strategies, and planning, developing and tracking sales activities in your assigned area. A qualified candidate will understand the market and the latest competitive trends in order to develop sales initiatives, priorities and quotas for continued growth of our product lines. We estimate up to 35% travel for this role to interact with our customers. What helps set you apart is your honed leadership qualities as you will be the expert resource to our sales team.

A minimum of 5-year industry leadership experience with a proven track record is a must. This is a dynamic position; it requires an individual who is goal oriented and is committed to the company. You will proactively identify opportunities within the industry by targeting other customers with similar needs as existing customers. Establish relationships across different functions at the customer including buyer, supply chain manager, operation manager, engineering and quality department

Solid verbal and written communication skills are essential. A strong work ethic with the ability to work well within a group/team structure as well as independent is a necessity. Computer and math skills are essential as well as exceptional organizational skills, attention to detail and accuracy. You will need to analyze market conditions and competitive situations as well as identify external threats and opportunities.

Balances team and individual responsibilities. Gives and welcomes feedback. Contributes to building a positive team spirit. Able to build morale and group commitments to goals and objectives. Supports other's effort to succeed. You will review the performance of your direct reports as you guide them to their next level of success.

Our office hours are Monday – Friday 8:00AM – 5:00PM

A competitive base salary plus commissions accompanied by a full benefits package which includes health, dental, disability insurance, profit sharing and 401K.

A full background check will be done on all prospective candidates along with drug screening.

Please send your resume and cover letter along with salary requirements to:

hrchi@teamtubellc.com