

National Sales Manager – Retail Division

The Company

West Chester Holdings is a leading supplier of gloves, rainwear, and disposable clothing serving the industrial and consumer markets. Over the past 31 years, West Chester has built a well-established reputation for both quality and value and has long standing relationships with our customer base. This financially sound and growing organization has built its success on a well-documented philosophy of serving our customers and employees.

The Position

To handle growth in the retail markets, West Chester has created an additional National Sales Manager – Retail position. This highly visible role which reports to the Vice President of Sales requires a focus to seize and create opportunities with existing customers as well as expand distribution with new customers in hardware, lawn and garden, paint and auto departments across multiple channels of retail distribution.

At West Chester, each employee is their own entrepreneur, therefore the ideal candidate must possess the ability to work in a fast paced environment, juggle multiple tasks, and have the drive to win. You need to possess superior sales skills, market knowledge, professionalism, and strong business relationships. This candidate will also be responsible for the bottom line management of their accounts, and will influence how products are marketed to their customers. Experience working with Wal-mart and / or Lowe's is a must.

Primary Responsibilities:

- Grow revenue and margin for your customer base, exceeding company's budget expectations.
- Acquire new key customers in all channels of trade.
- Critical and Creative thinker, looking for angles to drive seasonal and promotional opportunities.
- Create and deliver effective and impactful sales presentations to key retail chains in the industry.
- Effectively communicate with customers and internal team members.
- Negotiate effectively with customer buying organization.
- Build strong business relationships at all levels of account's management.
- Effectively manage and evaluate manufactures representatives.
- Build an extensive knowledge base in each product category.
- Actively participate in the company's sales and operations planning processes.
- Assist the development of strategic sales and marketing platform, strategic account management, and overall sales strategy.

Qualifications:

- Min 8+ years experience selling into mass, hardware / home center, food and drug channels with direct involvement and a deep understanding of doing business with Lowes and Wal-mart .
- Track record of organically growing key customers and opening new customers
- Experience managing manufactures representatives
- 4-year degree, MBA a plus.
- Strong analytical and financial skills.
- Exceptional oral and written communication skills.
- Strong computer skills including Microsoft Office, SAP knowledge a plus
- Cincinnati based or a willingness to relocate to Cincinnati.

Please send a resume, references, and detailed salary history to:

jobs@west-chester.net or send to Human Resources, 100 Corridor Park, Monroe, OH 45050.