



Job Description

*Sales Manager
Head of Sales*

The General Manager heads up all sales, marketing, business development and customer relationship management efforts for the company. Additionally assisting and performing in the bidding, estimating and pricing phase, that leads to a closed and profitable opportunity. The area of market concentration consists of a market defined by a 250-mile radius of the home office. As the business grows the need could arise in adding additional sales and support team members.

Reports to – CEO

*Coordinates with – Earthscape General Manager
Precast Manager
Operations Manager
Office Manager*

Duties Include –

- *Directs the business development, sales and customer acquisition efforts for Redi-Rock DSP. When appropriate, hires, trains and manages additional sales staff.*
- *Works with the engineering and design communities to educate the Redi-Rock system and how and why it is the commercial retaining wall system of choice.*
- *Conduct "Lunch & Learn" sessions to build the brand and awareness.*
- *Excel in "Relationship Selling"*
- *Build relationships with qualified customers and supply them with product knowledge, informational data, marketing materials and technical support.*
- *Coordinate and use the Redi-Rock International team for sales support, engineering support and product knowledge.*
- *Manages and updates the Pipedrive CRM effort to keep accurate and fresh information available and provide visibility to upcoming production needs.*
- *Manages a relationship with I-10 corridor Rosetta Dealers. Provides support when needed.*
- *Stays in touch with market opportunities and projects through Construct Connect.*
- *Sets goals and sales expectations and develops a strategy to execute with the CEO.*
- *Manages and follows up on the Redi-Rock International lead system.*
- *Works closely with the Earthscape General Manager in the coordination of sales efforts.*
- *Becomes a SME (Subject Matter Expert) on the Redi-Rock retaining wall system. Immerse into the Redi-Rock website, technical data and videos to gain additional product knowledge and expertise.*

- *Builds product knowledge and awareness of Redi-Rock in the engineer, specifier, contractor and subcontractor communities.*
- *Establish Redi-Rock DSP as the go to Precast Modular Block (PMB) in the Gulf South region.*
- *Work efficiently to transfer sold business into the production scheduling mode. Consult with the Precast Manager to obtain up to date and realistic production goals to share with prospects and customers.*
- *Develop an informational system and pipeline of knowledge to identify up coming projects with retaining wall needs. Provide data and support to insure that Redi-Rock is the preferred PMB in the market and is written into the specs*
- *Keeps all prospect, opportunity and upcoming project data in Pipedrive.*
- *Participates in weekly sales calls and shares past and future sales activities. Attend monthly in person meetings at headquarters.*
- *Visits on-going project sites where product will be used providing technical assistance, product support and installation advice.*
- *Do whatever it takes to get the job done!*