



Sales Manager

J.S. Woodhouse, a division of Hayward Distributing

Location: West Springfield, Massachusetts

We are looking to add a sales manager to oversee the JS Woodhouse region, including the Northeastern US. The position will be based out of West Springfield, MA, and will need to be willing to travel the territory extensively. We are looking for a talented, professional sales manager to lead our JS Woodhouse sales team and be personally active in managing product lines. As a key member of our leadership team, you will be asked to use your sales and management skills and experience to help us create new business and determine new paths to achieve success, all while proactively managing a team of territory managers – reporting directly to the President of Hayward Distributing

Title: Sales Manager – J.S. Woodhouse

Duties: General areas of responsibility will include (1) geographical sales management, (2) product sales management, and (3) new business development. These areas include:

- Competently manage J.S. Woodhouse field staff: Prioritize key sales objectives while increasing sales margins; actively coaching, training, and managing the sales team; working with territory managers to identify and prioritize key sales objectives and the corresponding time allocation on different brands; establishing criteria for objectively rating territory managers; and enforcing standards and holding the team accountable. The J.S. Woodhouse Region would primarily include ME, NH, VT, MA, NY, RI, CT, and PA; with minimal business in RI, NJ, DE, and VA. **Travel is extensive - approximately 50% of your time.**
- Competently manage product lines: In coordination with product managers and buyers; oversee vendor relationships, inventory levels, and timely program creation and sales execution.
- Grow sales in your geographies / product lines of responsibility.
- Bring opportunities for new business and help close some of them
- Provide leadership to both the sales team in the region and the West Springfield branch.



Requirements: Highly motivated and self-directed sales manager with an established track record of success in an industry that is related to either wholesale distribution, equipment sales, or the agriculture, construction, or landscape industries. You are able to demonstrate a problem-solving, can-do attitude, and possess a keen ability to lead and develop our sales team.

You will need to demonstrate:

- Effective analytical, documentation, organizational, and written and oral communication skills
- Ability to manage and lead a team of 4 direct reports and provide leadership to others.
- Willingness to travel regularly within the Northeast region
- A sense of urgency and eagerness to learn and get up to speed quickly
- Proactive problem solving skills
- Ability to perform under pressure, multi-task, prioritize, and manage time effectively
- Comfort working in fast-paced and dynamic environments, with the ability to adapt quickly to change
- Mechanical aptitude is preferred
- 5 - 10 years of Sales Management experience

Hayward and J.S. Woodhouse is a great place to work and we offer a competitive compensation and benefits package combined with the opportunity to impact our exciting, entrepreneurial and accountable culture. We are looking for candidates that are excited by the opportunity to become a part of our team! Please visit our website at <http://www.haydist.com>.

We are an EOE with a Drug Free Workplace. If you meet the above qualifications and would like to be considered for this position, please apply online.

Please submit your resume and salary requirements to shribar@selectlinx.com. EOE.