



SALES MANAGER CAREER OPPORTUNITY

If you are a Sales Manager with experience managing a B2B sales team composed of Outside and Inside Sales Reps (Estimators), we have a great opportunity for you.

About the Position:

This is a full-time position in Memphis, TN. You will work with the Sales team on a day-to-day basis, provide value added field coaching, hold the team accountable for results, and yourself be accountable for the results of the team. You will also have duties to generate new customers independently.

Position Requirements:

- 5+ years of successful Sales Management experience in a B2B environment
- 5+ years of successful individual sales experience (Industrial sales experience is a plus, but not mandatory)
- Demonstrated track record of success and accountability
- Adept in hiring, onboarding, training, and the ongoing development and coaching of a Sales team
- Experience with Microsoft Office programs and CRM tools
- Excellent written and verbal communications skills
- Strong coaching and leadership skills

What We Offer:

- A competitive compensation package, including an annual salary and additional performance-based compensation
- Industry specific training
- A loyal base of customers to offer referrals and testimonials
- Support of management to drive growth
- Excellent Customer Service team to support you and your customers
- A close-knit, entrepreneurial environment with opportunities for advancement

About CoBuilt:

Our focus has been in Manufacturing, Warehousing, Commercial Structures as well as additional industries. In short, *"the engineered supply chain facilities solutions provider of choice"*. Our continued growth in these markets has created an opening for an aggressive, skilled Sales Manager.

CoBuilt is an independently owned steel fabrication company located downtown in the distribution capital of the country, Memphis, Tennessee. We specialize in designing, engineering and fabricating steel structures, mezzanines, platforms, and additional support components. Key industries include Manufacturing, Warehousing and Commercial Structures. We are considered "the engineered supply chain facilities solution provider of choice." Our vision is to change the way clients experience project

collaboration by exponentially reducing time and money spent with our concept for steel solutions development.

Utilization of 3D modeling and design software enables us to streamline and digitally share information with clients throughout all phases of the project – without the burden of countless paper drawings and management of multiple suppliers. CoBuilt serves as the hub of project management, 3D designs and engineering, and fabrication.

To learn more, view our website at cobuilt.com.

Applications can be submitted on LinkedIn and our website. **ONLY APPLICATIONS THAT INCLUDE A RESUME WILL BE CONSIDERED. Please, no phone calls.**