

## **Job Posting: Sales Manager**

**Company:** Sterling Hose, Reel & Supply, LLC.

**Location:** San Antonio, Texas

**Position Type:** Full-Time

**Experience Level:** Over 10 Years in Agriculture Irrigation and/or Water Well Industry

### **About Us:**

Sterling Hose, Reel & Supply, LLC. is a leading provider of innovative solutions in the agriculture irrigation and water well industry. We are dedicated to delivering high-quality products and exceptional service to our customers. We are currently seeking a highly experienced Sales Manager to join our team and drive our sales efforts to new heights.

### **Job Description:**

We are looking for a dynamic and experienced Sales Manager with a strong background in the agriculture irrigation and water well industry. The ideal candidate will have over 10 years of experience, a proven track record in sales management, and a college degree. This role involves product marketing, new product promotion, managing sales territories, setting up distribution channels, and promoting our products effectively.

### **Key Responsibilities:**

- **Sales Management:**
  - Develop and implement effective sales strategies to achieve sales targets.
  - Manage and lead the sales team to ensure high performance and goal attainment.
  - Monitor sales performance and provide regular reports to senior management.
- **Product Marketing and Promotion:**
  - Oversee the marketing and promotion of new and existing products.
  - Develop marketing materials and campaigns to enhance product visibility and market penetration.
  - Work closely with the product development team to ensure successful product launches.
- **Territory Management:**
  - Manage and expand sales territories to maximize market reach.
  - Identify and develop new business opportunities within assigned territories.
  - Build and maintain strong relationships with distributors, dealers, and key customers.
- **Distribution Setup:**
  - Establish and manage distribution channels to ensure effective product delivery.
  - Negotiate contracts and agreements with distributors and dealers.
  - Monitor distribution performance and adjust as needed.

### **Qualifications:**

- **Education:**
  - A college degree in Business, Marketing, Agriculture, or a related field is required.
- **Experience:**
  - Over 10 years of experience in the agriculture irrigation and water well industry.
  - Proven experience as a sales manager with a successful track record in sales and territory management.
  - Strong working knowledge of the water well industry and agriculture irrigation.
- **Skills:**
  - Excellent leadership and team management skills.
  - Strong analytical and strategic thinking abilities.
  - Exceptional communication and interpersonal skills.
  - Proficient in using CRM software and Microsoft Office Suite.

#### **What We Offer:**

- Competitive salary and performance-based incentives.
- Opportunities for professional development and career advancement.
- A supportive and collaborative work environment.

#### **How to Apply:**

Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience to [careers@sterlinghose.com](mailto:careers@sterlinghose.com). Please include "Sales Manager - Agriculture Irrigation and Water Well Industry" in the subject line of your email.