

**SNOWSOUND** is looking for experienced, energetic and goal orientated **Market Sales Manager** to add to its Sales Team. The position is a full time, outside sales role selling to contract furniture dealers and working with A&D clients and End Users. Ideally, the candidate will have minimum 5 years' experience in the contract/hospitality furniture sales industry. It's an exciting opportunity for a strong Sales Manager to grow an existing base of solid accounts and forge new sales channels. Team culture is incredibly important to us; above all, we need an energetic, flexible, motivated and hard-working salesperson to make a strong impact to our bottom line.

The primary responsibility of our **Market Sales Manager** is to increase Snowsound's brand recognition in the territory and create awareness for our full product offering, present and network to key stakeholders, and gain Snowsound Fans while simplifying the contract furniture purchasing process. High profile role responsible for driving sales growth through building and maintaining relationships with several strategic contract/hospitality customers in the **Southern California Market**.

This position reports to the Director of Sales of Snowsound and will be home based in Southern California (work at the corporate office in Santa Fe Springs, CA, and showroom in Culver City). Territory covers San Diego, Orange County and Los Angeles. Must be a road warrior.

#### **Essential Skills:**

- Ability to bring strong client relationships in the contract/hospitality field to drive sales in the Southern California Market
- Proven experience with strong customer relations; ability to build rapport and customer excitement, negotiate and close the sale and deliver on customer expectations. Ability to influence and educate in order to achieve goals
- Communication and relationship development skills; able to develop rapport quickly and maintain relationships over the long term, nurture develop and grow through new product presentation, sampling, quoting, price negotiation and order fulfilment
- In-depth brand and product knowledge including values, target consumers, positioning, personality. Create awareness of the Snowsound brand
- Ability to work independently regarding ownership of the customer but also able to work as a team player in meeting objectives
- Constant review and understanding of market influences within the territory including product price benchmarking
- Meet provided sales target
- Serve as an expert and a showroom tour guide in the local market
- Onsite product maintenance/support as required
- Cold calling to generate contacts and leads
- Contact database maintenance
- Preparing price quotations and bid packages
- Weekly Reporting of Activity
- Attending trade and industry shows
- Networking and contract strategy

#### **Snowsound USA**

10018 Santa Fe Springs Road, Santa Fe Springs, CA 90670  
www.snowsoundusa.com Instagram: @snowsoundusa

**Expected Experience:**

- Proven 5 years industry sales experience in the contract furniture sector
- BS/BA Marketing/Business degree preferred or the equivalent in experience
- Experience in developing tactical and strategic sales plans turning customers' expectations into reality
- Adept at analyzing complex problems and issues
- Clear goal setting and progress reporting to management
- Excellent computer skills and experience

**Duties and Responsibilities:**

- Ensures the company brand and reputation are maintained to the highest standards
- Maintains and drives a healthy lead generation cycle to push next-level sales growth for Southern California
- Sets and achieves budgeted sales targets and report on progress
- Assists in developing and taking full ownership of execution of sales and marketing strategic plans
- Prepares weekly and monthly reports against agreed KPI
- Ensures proper market penetration of Snowsound across the Southern California market
- Leads in setup and management of events in the showroom
- Own continuous communication with customers regarding product development, sampling, order processing, logistics and quality

**Personal Attributes:**

- Ability to build rapport and customer excitement
- Excellent communication and interpersonal skills and comfortable presenting to an audience
- Strong ability to multitask and prioritize with high organizational skills
- Self-directed with a "can-do" attitude
- Strong negotiation skills and close the sale and deliver on customer expectations. Ability to influence and persuade in order to achieve goals
- Wants to be part of a dynamic work environment as a team player
- Fast-paced work environment with simultaneous projects and challenging deadlines

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