

Director of Sales

*Lafayette Industries has an immediate opening for a **Director of Sales** to manage the Packaging Sales operation for the organization. The successful candidate will have the initiative to provide support and training to adults with disabilities to enable them to maintain or improve job and social skills in a production environment. If you have a demonstrated successful track record as a sales professional, we want to talk to you. We offer a competitive salary, a high-energy work environment, and excellent benefits.*

Position Summary: Represent the company in the sale of its contract packaging and assembly capabilities/services. Solicit new business while strengthening and maintaining relationships with existing customers. Develop short-and long-term strategies for work that is suitable for persons with varying degrees of skills and abilities and financially sustainable for the company.

Duties:

- Establish sales objectives by forecasting and developing annual sales quota, expected sales volumes and profitability for existing and new products.
- Translate customer specifications and requirements to into accurate production work orders.
- Manage current and potential customer relationships.
- Identify and close contracts with new prospects.
- Prepare quotes and pricing for all contracts.
- Collaborate with Operations/Planning/Finance teams to insure seamless implementation and satisfactory completion of each contract.
- Prepare presentations, sales proposals and contracts for services.
- Develop and maintain sales materials; marketing channels and stay abreast of current product/packaging/assembly processes.
- Identify and resolve customer concerns as needed.
- Prepare a variety of status reports.

Qualifications:

- BS degree or equivalent. 10+ years in a manufacturing environment. Consumer goods manufacturing/Contract packaging experience a plus. B2B sales of services desired.
- Demonstrated ability to:
 - Meet sales goals.
 - Negotiate skillfully.
 - Develop sales strategies.
 - Build relationships at all levels.
 - Manage processes.
 - Develop budgets.
 - Proactively utilize available computer and communication technology/resources.

Benefits:

- 403(b) Retirement Savings Plan
- Paid Vacation, Holidays, PTO & Personal Days
- Group Health Insurance & HRA (Company contributes towards employee premiums)
- Dental, Vision & Life Insurance available for employees, spouse and dependents
- Company Paid Life Insurance and Supplemental Life Insurance available

How to Apply? If you are interested in this position, email your resume to Vicki Whiteside, Human Resources, at hr@lafayetteindustries.com or call 636-227-5666, ext. 1120.