

## Sales Manager New Holland, PA

Since 2003 and headquartered in New Holland, PA, Homestead Structures has built outdoor living structures with excellence and passion. Our mostly Amish workforce uses traditional building techniques with modern materials to create spectacular products our customers are as proud to own as we to make. As a family-owned business founded on biblical principles, we have cultivated an employee-focused environment by respecting everyone we encounter and upholding our core values.

As we continue to grow and expand, we need an experienced Sales Manager to oversee aspects of the sales process to include developing long-term sales plans for retail customer, contractor, and dealer/distributors. In addition to managing a high-performing team, you will help build partnerships (key dealer accounts), and ensure customer satisfaction. Some key and essential duties will be:

- Manage a dedicated team (3 to 5) to ensure high performance, collaboration, and goal achievement.
- Develop Sales forecasts, budgets, and regular reporting of goals remain on target.
- Take a leading role in coaching/training sales team members on proper behaviors to enhance the customer experience and drive sales results.
- Collaborate with Sales, Customer Service, & Estimating to ensure our quoting, proposal and sales processes are efficient.

A background in sales of construction services, remodeling business, or homebuilding services might be useful. Prior experience inspiring others and managing high-performing Sales Teams is required (3+ years). A strong background and experience with retail resale partner/dealer networks is needed (5+ years).

If you want to join a highly collaborative, faith-based organization where company culture encourages daily improvement then look no further than this opportunity! This is a place where active contributions with personal and professional development will make a difference.