Manager of Sales – Retail Hobby/Craft Market

Responsibilities
1. Manage sales in the Retail Hobby/Craft market.
   - Develop marketing and sales plans, and exceed sales goals.
   - Manage customer inquiries.
   - Manage distributor relationships using phone, mail, e-mail and personal visits.
   - Manage all co-op promotion programs.
   - Manage the development and delivery of orders.
   - Manage sales personnel, as requested, including rep groups.
   - Travel to and represent Brownmed at customer offices, trade shows and seminars.
   - Coordinate ongoing sales plans with sales staff.
2. Manage and control sales and expense budgets for Retail Hobby/Craft market.
   - Prepare and monitor budgets to improve profitability of Brownmed.
   - Coordinate expenses with appropriate staff.
3. Identify new product and business opportunities in the Retail Hobby/Craft market.
5. Report to the Vice President of Sales.

Qualifications
1. Bachelor’s degree required.
2. 3-5 years sales experience in retail markets.
3. Experience managing retail distributors and associated co-op programs.
4. Excellent communication skills (written/oral), with strong interpersonal selling skills.
5. Knowledge of ISO 9001, CE Mark and FDA a plus.

Characteristics of a Brownmed Employee
1. Works hard in teams with a positive desire to improve performance while having fun.
2. Receives feedback with an open mind to learn and improve.
3. Enjoys challenge and opportunity for discovery in a growing organization.
4. Embraces the spirit of community with a desire to make a difference.
5. Lives an active, healthy life with a commitment to others.

Location
Kansas City office.

Compensation Package
Competitive salary & benefits package depending upon qualifications.