

**Sales Manager**

Reports To	Branch Manager
Department	SALES
FLSA Status	Exempt
EEO Classification	First/Mid Level Officials and Managers

Successful candidates are expected to comply with the general attendance policies.

Successful candidates are expected to comply with all safety policies and procedures.

**Primary Purpose**

Implement and Achieve Torgerson's Goals, Sales Objectives, and Vision through leading, managing, and coaching location Sales Staff instilling and following the principals of Torgerson's Core Values. Attaining the highest success for corporation longevity and sustainability through a two-tiered Sales Model focusing on positive valuation and movement of use equipment and corporation gross margin goals. Contribute to long and short term planning processes. Provide conduit from sales staff to the Branch manager and Region manager.

**General Description**

Influence and lead the sales team in achieving the goals set out. Also, understand the customer base and build a relationship with the sales consultant and customer. Review the budget and put out updates on the pending sales. Be able to multitask in marketing, managing, and planning out your day with many tasks.

**Essential Duties**

	<u>Duties</u>	<u>Frequency</u>
1	Responsible for managing, coaching, and training sales consultants on territory, budget, goals, and communication skills	100%
2	Responsible for used equipment	100%
3	Responsible for corporate selling goals	100%
4	Responsible for continuing education, industry, connectivity and networking	100%
5	Responsible for sales department image and equipment display lot	100%

## Minimum Experience And Qualifications

Education: Bachelors from an accredited college or university.

Experience: 1 year(s) preferred in Management.

## Physical Demands

Physical activities typically performed while on the job.

Activity	Frequency	Hours
Bending/Stooping	Periodically (30%-54%)	
Climbing—Stairs, Ladders, Slope	Frequently (55%-79%)	
Crawling	Seldom (1% to 9%)	
Grasping/Handling	Periodically (30%-54%)	
Kneeling	Occasionally (10%-29%)	
Neck Flexion/Extension	Constantly (80%-100%)	
Reaching Forward	Frequently (55%-79%)	
Reaching Overhead	Frequently (55%-79%)	
Sitting	Constantly (80%-100%)	
Standing	Constantly (80%-100%)	
Twisting	Frequently (55%-79%)	
Walking	Constantly (80%-100%)	

## Physical Effort

Physical effort typically applied while on the job.

Lift/Carrying	Distance	Activity	Frequency
1.1 - 10 lbs.			Frequently (55%-79%)
11 - 25 lbs.			Periodically (30%-54%)
26 - 50 lbs.			Occasionally (10%-29%)
Pushing/Pulling	Distance	Activity	Frequency
1.1 - 10 lbs.			Periodically (30%-54%)
11 - 25 lbs.			Occasionally (10%-29%)

## Mental And/Or Visual Demands

Mental and/or visual demands typically sustained while on the job.

Demand	Frequency
Depth Perception	Frequently (55%-79%)
Hand and Eye coordination	Frequently (55%-79%)
Near Visual Acuity	Constantly (80%-100%)
Visual acuity, able to aim, track, and focus	Constantly (80%-100%)
Visual response to external stimuli	Constantly (80%-100%)

## Work Conditions

Work Conditions typically encountered on the job.

Condition	Frequency
Dust	Frequently (55%-79%)
Excessive Cold	Occasionally (10%-29%)
Excessive Heat	Periodically (30%-54%)
Noise	Periodically (30%-54%)
Vibration	Occasionally (10%-29%)

## Job Specific Conditions/Demands

Job Specific Conditions and demands typically encountered on the job.

Condition/Demand	Frequency
Driving–Vehicle/Equipment	Frequently (55%-79%)
Exposure to insects, reptiles, wildlife	Occasionally (10%-29%)
Hearing	Constantly (80%-100%)
Indoors	Constantly (80%-100%)
Outdoors	Constantly (80%-100%)
Talking	Constantly (80%-100%)

By signing and dating, all parties acknowledge the accuracy, completeness, clearness, and conciseness of the position; that essential functions are aligned with organizational goals and objectives; that compliance with all applicable legal considerations has been met, and that the employee understands the job requirements.

Employee	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Supervisor	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Human Resources	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Physician	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>