

Sales Manager

CORSA Performance Exhausts, a TMG Performance Products company headquartered in Berea, Ohio, is a leading manufacturer of premium performance exhaust systems for cars, trucks, SUVs and marine applications. Through its patented Reflective Sound Cancellation (RSC™) technology, CORSA Performance Exhausts provides the industry's only guaranteed drone-free driving experience backed by premium performance and superior customer service.

We are searching for a **Sales Manager** to generate new business prospects and leads for the aftermarket business, activate dormant accounts and grow current relationships

Key Job Responsibilities:

- Integral in the development of key strategies to promote corporate growth of sales and profitability
- Develop monthly and annual sales objectives in accordance with company objectives
- Lead sales budgeting process including associated costs
- Manage the entire sales organization, inside and outside, to meet company objectives
- Coach and develop sales skills with a professional approach
- Deliver sales objectives for all company business segments to achieve results in sales and profitability
- Build strong customer relationships within key accounts
- Attend key events to maximize sales and customer relationships
- Effectively execute organized sales programs to maximize new product launches
- Determine and deliver to budgeted customer program expenses
- Maintain superior customer service levels in all business segments
- Develop key metrics and measurement tools to evaluate and identify tools within the sales/service functions

Skills and Experience:

- Four year degree in business or related field
- 5-7 years sales management experience demonstrated by managing a proactive sales force.
- Proven track record of success managing inside and outside sales.
- Leadership skills, a bias for action, and strong organizational skills are required.
- Automotive industry experience preferred

Benefits Include:

Medical, Dental, Short and Long Term Disability, Prescription, Life, 401K Retirement Plan with Company Match, Paid Holidays, Vacation, and an energetic and engaging work environment.

Interested applicants should submit a resume, including salary requirements, to:

hr@corsaperf.com

For more information please visit our website at www.corsaperformance.com