

Litania Sports Group  
Job Description

Title: PORTER NATIONAL SALES MANAGER—CUSTOM DIVISION (NSM)  
Department: Sales  
Reports To: Vice President of Sales and Marketing  
Supervises: Porter Engineering Manager  
FLSA status: exempt, salaried

Job Summary

The NSM will have national responsibility for division-specific profitable sales revenue growth. The NSM develops and implements specific sales, marketing, pricing and merchandising goals, strategies and tactics to achieve this primary objective.

The NSM will direct the way in which all products are presented to the market both on a brand specific and trade class specific basis; the corporate leader who develops position, messaging, and direction and establishes service standard that respects targeted market.

The NSM is responsible for continual sales growth and development of the assigned division, directing divisional sales personnel and efficient use of resources to achieve objectives.

Litania Sports Group promotes a team environment. The statements below are intended to describe the general nature and level of work being performed by people hired to this position. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside their normal responsibilities from time to time as needed.

Qualifications

- Bachelor's degree in marketing, construction management, or related field is required
- A minimum of five years experience managing a sales organization with a quantifiable track record of meeting or exceeding objectives
- Superior leadership skills with proven ability to train and develop sales team
- Good at follow through and responsiveness to market opportunities
- The ability to work through others to accomplish objectives
- Excellent interpersonal skills with proven ability to communicate both verbally and in writing
- The ability to make decisive and timely decisions regarding tough issues

- Must have primary residence within 30 miles of Champaign manufacturing facility.

### Primary Responsibilities

- Manage and direct the national sales of custom engineered equipment to the athletic facility industry
- Conduct detailed analysis of territory and dealer performance and initiate action where performance does not meet expectations and where opportunities exist to increase sales
- Develop relationships within the dealer network and AEC community.
- Assist dealers in the quoting, bidding, and sales process.
- Develop and implement marketing tactics to achieve sales strategy
- Champion new product idea generation, development, and launch

### Psychological Considerations

Must be able to work well with others as a team member

Must be able to work with employees at all levels of the company

Must be able to maintain an approachable demeanor even in stressful situations

### Environmental Conditions

Up to 50% travel by automobile or air to dealer, customer, architect, athletic facility, and trade show locations.

### Cognitive Considerations

Must be involved in continuous personal development

### Physiological Considerations

Occasional long periods of sitting during meetings or travel

The above examples of activities and work are not all-inclusive but are intended as an indication of the level and type of endeavors necessary to fulfill the duties of this position. Litania Sports Group is an equal opportunity employer and situations requiring reasonable accommodation will be considered on a case by case basis.

November 2011