



Montag Manufacturing, Inc.

3816 461st Ave – Emmetsburg, IA. 50536

2737 Van Dorn Rd – Milford, NE 68405

Sales Manager

Reports to: Integrator / CEO

Location: Emmetsburg, IA or Milford, NE

Summary: We are looking for someone that will work with the rest of the Montag team by fulfilling duties as the Sales Manager. This position is responsible for leading, managing and developing the Sales Team to be a more cohesive and successful team while helping develop and implement new and existing tools to grow the company's success.

Requirements:

Self-Motivated with excellent attention to detail, organization, and planning skills

Needs to be a team player

Previous Sales Management experience required

Good computer proficiency with Microsoft Office

Excellent written and verbal communication skills

Will be responsible for managing the Territory Managers, Inside Sales rep and Technical Support while observing that all parties are adhering to the over-all Sales Process and other applicable process as developed by the company.

Must be willing to travel and do ride-and-drives with the TM's

Will be responsible for doing annual Dealer and TM training events

Responsible for developing new territories and working with the Leadership Team to hire new TM's

Working with Finance to develop Quarterly and Annual Forecasting

Benefits

- This is salary and commission paid position with pay depending on skill.
- Job Type: Full-time with sometime spent in either the Milford NE or Emmetsburg IA office
- Retirement plan: Simple IRA with 3% matching
- Paid time off: 10 paid holidays (New Year's 2 / Good Friday 1 / Memorial Day 1 / Fourth of July 1 / Labor Day 1 / Thanksgiving 2 / Christmas 2).
- Vacation: 80 hours accrued/ year – 120 hour/year after 3 full years – 160 hours/year after 7 full years
- Pay Frequency: Bi-weekly with direct deposit