**District Sales Manager**

**Position Summary/Objective**

The District Sales Manager is responsible for managing a geographic area of customers in relation to sales and promotional activities. The DSM will be responsible for meeting monthly, quarterly, and annual budgets for their region for all products CCC manufactures. DSM’s will report directly to the VP of Sales and Marketing and will work closely with Product Managers and Customer Service Reps in their daily business activities. The DSMs will be responsible to assist with market product rollouts and promotion of products/technologies.

**Essential Functions**

* Responsible to meet monthly, quarterly, and annual budgets
* Responsible to assist in forecasting for geographic regions
* Responsible to maintain MS Dynamics for leads, contacts, opportunities, and weekly updates of key activities reports
* Responsible to assist marketing with product rollouts and promotion of products/technologies
* Specific duties and responsibilities outlined in the environmental management system manual, including but not limited to:
  + Perform job in a compliant and environmentally safe manner.
  + Follow all facility environmental policies and procedures.
  + Engage in continual improvement efforts to reduce environmental impacts.
  + Report all environmental incidents or concerns to EHS manager.
* Other duties as assigned.

**Competencies**

* Strong written and verbal skills
* Negotiation skills
* Time management skills
* Working knowledge of MS Dynamics
* Strong presentation skills
* Basic Technical knowledge of CCC products

**Supervisory Responsibility**

This position has no supervisory responsibilities.

**Physical Demands**

* Prolonged periods of sitting at a desk and working on a computer.
* Must be able to lift 15 pounds at times.
* Ability to travel internationally (Passport)

**Position Type and Expected Hours of Work**

This is a full-time position. Days and hours of work are Monday through Friday. Occasional evening and weekend work may be required as job duties demand.

**Travel**

Frequent travel within region and/or internationally may be required - a minimum of 50% of time spent in field.

**Education and Experience:**

* Minimum 2 years of relevant field sales experience
* Minimum of 1 year wire and cable manufacturing experience