



Job Title: Sales and Marketing Manager

Department: Sales & Marketing

Location: Tamarac, FL

KSM Electronics, Inc. provides solutions for electronic applications through a comprehensive array of customized design, engineering, production, and contract manufacturing services. KSM specializes in cable assemblies, wire harnesses; value added services, and component distribution for major equipment manufacturers, sourcing managers, and design engineers. We are an ISO9001:2015, IPC610/620A Class III, Six Sigma Green Belt, and LEAN certified organization.

We are seeking for a dependable and knowledgeable **SALES & MARKETING MANAGER** to oversee the centralized function from our facility in Tamarac, FL.

Leads day to day activities of a centralized sales and marketing function. Responsible for planning and implementing sales, marketing and product development programs, both short and long range, targeted toward existing and new markets. Identify company strengths and value proposition to develop aggressive and strategic annual plan addressing target markets, products and/or expand customer base. Regularly presents sales, revenue and expense reports and realistic forecasts to senior leadership. Establishes, develops and maintains relationships with top clients and outside sales representatives. Builds and promotes strong, long-lasting customer relationships by partnering with them and understanding their needs. Responsible for representing the company's brand to the outside world. Oversees and evaluates market research and adjusts marketing strategy to meet changing market and competitive conditions. Monitors competitor products, sales and marketing activities. Accountable for achieving growth and hit sales targets by successfully managing the sales team. Creates and manages effective commission plans. Establishes sales territories, quotas and goals, and defines training programs for sales representatives.

Qualifications:

- Bachelor's degree in sales, marketing or business administration required
- Minimum of 5-7 years of experience managing sales teams (inside/outside sales) required
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization.
- Proven ability to drive the sales process from plan to close.
- Strong business sense and manufacturing industry expertise.
- Excellent mentoring, coaching and people management skills

Qualified candidates should submit their Resume/CV for consideration via email to:

HumanResources@ksmelectronics.com

(No phone calls please. This vacancy is NOT open to third-party recruiters or staffing agencies for recruiting purposes. KSM Electronics is not responsible for any fees associated with unsolicited resumes of candidates submitted by staffing agencies/third-party recruiters.)