



Sales Director

Every time you open the door to your home there is a good chance you're using an RSL product. Our expertise embellishes the daily lives of millions of families, and our people stand behind our products. Would you like the opportunity to grow with a dynamic, innovative business with a human face, where people enjoy making a product they care about. Come and discover RSL. There is a whole world behind our doors!

RSL, a Novatech company, is an international manufacturer with a focus on entry doors for the residential building industry. The successful candidate for this position will manage sales growth in New England, the Midwest and Mid Atlantic states. The position reports to the President and has opportunities for further sales management growth within the organization.

What you will do

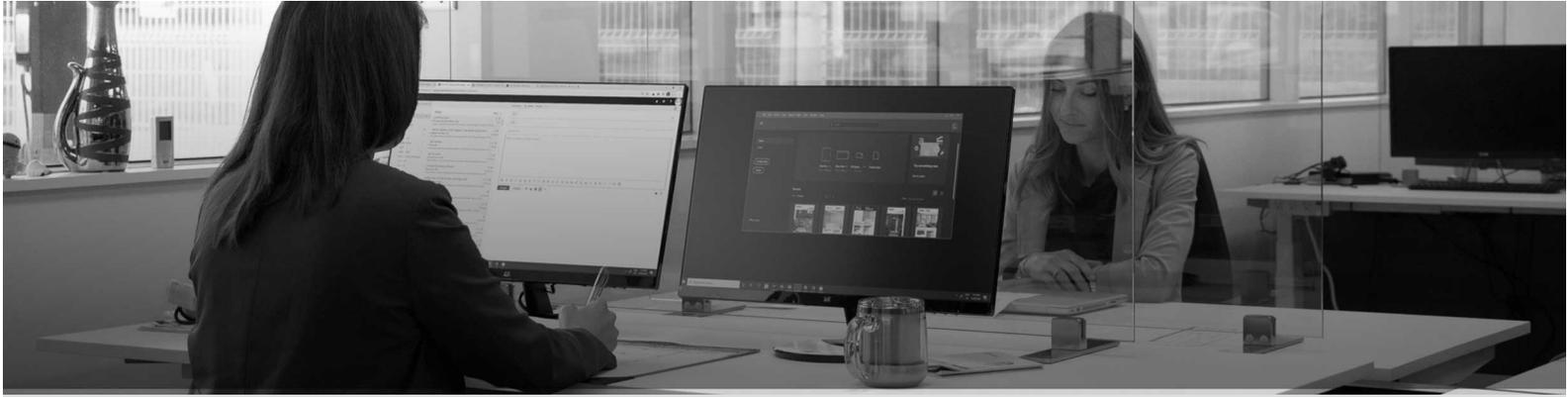
- Promote and sell company products to existing customers and coordinate the efforts of independent manufacturer rep agencies
- Implement a sales plan for each agency and closely monitor their execution
- Pursue new sales opportunities and learn our quoting process
- Follow-up and resolve any problems associated with the company's products or services
- Encourage use of Salesforce for an effective CRM program
- Participate in the marketing of products and services
- Track market trends and recommend innovations
- Identify potential customer markets and qualify them

What do you need to succeed?

- Bachelor's degree in administration, marketing or sales (or equivalent)
- Strong skills in sales, negotiation, closing and customer service
- 10-15 years of experience in business development and sales in manufacturing industry
- 5-10 years of sales management experience
- Professional attitudes & behavior (teamwork, leadership, honesty, adaptability, initiative)
- Good written and oral communication skills
- Knowledge of Word, Excel, PPT, and Outlook

THERE'S A WHOLE WORLD
BEHIND **OUR DOORS**

rslinc.com/careers



What's in it for you?

- Competitive salary
- Opportunities for advancement
- Bonus plan
- Great medical benefits & retirement plan
- Flexible schedule



A Novatech Company

Novatech®

LAURIER
Architectural

Compagnie du Groupe Novatech

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