



# **Goff's Enterprises, Inc.**

*Improving Profitability through Flexible Space Separation*

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**Job Title:** Regional Sales Manager – Dealer Development Manager

**Position Type:** Full-Time / Regular

**Salary:** \$60,000 - \$125,000; Plus Benefits (401k, health, dental, eye, etc.); Travel Expenses

**Location:** Northeast Territory Opportunity (PA, NJ, NY, VT, NH, MA, CT, RI, ME)

**Job Description:** As a Regional Sales Manager for a fast growing manufacturer, you are responsible to grow the existing territory and help Goff's distributor partners to be successful. You are not just another vendor sales rep. Your customers and prospects look at you as a business advisor, a product expert, and a coach who helps them win. Regional Sales Managers will develop and maintain strong value add relationships with business owners, managers, and dealer sales personnel. Expectations require you to not be complacent about your selling skills and strive to become better as a professional salesperson, product expert, advisor and coach in the industry. If you want to work for a company that helps you grow and expects you to grow, this is the opportunity for you.

**Job Duties:**

- Achieve sales objectives for dealer business in an assigned territory (Mountain Territory).
- Lead business planning efforts with distributors; develop annual sales and marketing plans by product line to achieve distributor and divisional sales objectives.
- Work with distributor sale managers (DSM) to continuously develop field sales team effectiveness and coverage.
- Assist distributors and dealers with key event planning and execution within territory.
- Ensure dealer issue resolution as required, to maintain superior customer experience.
- 60% travel required.

**Specifications:**

- Bachelor's degree in business administration or related field; Master's degree in business administration preferred but not required.
- Five years of successful material handling, dock equipment, or door sales experience; two years management experience is a plus.
- Experience selling through industrial/consumer distributors and dealers.
- Demonstrated strong leadership, sales and interpersonal abilities.
- Excellent sales and communication skills.
- Attributes desired include: highly motivated, self-starter, enthusiastic, strong relational skills, business acumen, competitive spirit and customer focused.

**Additional Traits and Capabilities:** Motivated to grow your business because you are proactive with your dealers and their sales personnel. Strive to keep your promises, while having the ability to get people to make and keep their commitments.

- **Character:** Having solid values and taking responsibility for your results without lying or cheating to win.
- **Work Ethic:** Must be able to handle the volume of activity coming at you from phone calls and emails.
- **Trainable and Coachable:** Continuous growth because you apply what you learn and have a coachable demeanor.
- **Organized:** Have an organizational system that works.
- **Self-Directed:** Must be able to work remotely without being micromanaged.
- **Disciplined:** Always practice discipline and self control.
- **Tech Savvy:** Must have strong computer skills; work well with Word, Excel, Outlook, and Internet applications.
- **Writing:** Skilled at writing with good grammar and proper punctuation; have the discipline to review your work before you send it out.
- **Physical Fitness:** Must be able to lift 75 lbs easily and without risk of injury.
- **Operate:** Demonstrate using provided equipment.
- **Home Office:** Create a dedicated, permanent space in your home for your office.
- **Vehicle:** Must use a vehicle that represents you and the company well.
- **Travel:** Must be able to travel three nights per week.

**About Goff's Enterprises, Inc:** Goff's Enterprises, a family run business, has been manufacturing a wide variety of flexible industrial space partitioning products for over 25 years. Goff's products are designed to increase productivity while creating a safer work environment for a wide range of industrial markets. More information on the company's products, services, or history is provided on our website:  
<http://www.goffscurtainwalls.com/>

**Please Send Your Resume or Any Questions to: [sales@goffscw.com](mailto:sales@goffscw.com)  
800-234-0337**