



Position: B2B Sales Manager

Hours: Full Time/Year round

Salary/Benefits: Yes

Location: Salt Lake City

Pit Viper Sunglasses is hiring a B2B sales manager. The B2B sales manager will be responsible for maintaining and prospecting new accounts in the snow, bike, skate, moto, sunglass specialty, RX, hunt and fishing markets. This is a new position at Pit Viper so the applicant must have prior B2B sales experience, be a self starter, and have the confidence to build and scale a new department.

Duties

- Manage shop accounts
 - Maintain sales momentum at existing accounts
 - Research and add new retail partners
 - Communicate with buyers for sell in and sell thru
- Communicating with purchasing manager to meet inventory requirements
 - Inventory forecasting
- Fulfilling purchase orders from shops
- Create and maintain revenue forecasts and sales budgets
- Communicate with marketing department for trade marketing needs
- Communicate with dealer service to ensure best in class service

Requirements

- Prior B2B sales experience with established relationships
- Understanding inventory management and the logistics involved
- Being able to create and manage forecasts
- Analytic analysis
- Good communicator with strong leadership
- Available to travel for work
- Understanding the company culture of Pit Viper