



**Job Title:** Sales Team Manager  
**Experience:** Mid-level (5-7) years with Sales and Management experience  
**Report To:** Integrator  
**Job Terms:** Full-time, Expected 40 hours / week  
**Location:** Greater Indianapolis, IN Hybrid (Tuesday and Thursday in Office)

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**OUR MISSION:** Manufacturing Made Easy

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#### **ABOUT US:**

Sky Manufacturing has been serving the run specialty community in the U.S. since June 2020. In 2023 we expanded into the Independent Outdoor Retail Industry providing both industries with high-quality, private label apparel and accessories. Our small team works with 350+ retail stores and we have the privilege of helping them build their own brand - which is the BEST brand. Sky Manufacturing, formerly known as Sky Footwear / Sky Outfitters, started in 2016 as a sock company in a dorm room, on the campus of Taylor University. Now an established manufacturing company, Sky has been able to build a strong partnership with a team in China and create a successful chain of operations overseas. This has paved the way for retail stores to build their own branded line of apparel and accessories, utilizing the expertise that Sky Manufacturing has to offer.

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#### **ABOUT THE ROLE:**

Character, chemistry, commitment to the work, and competency in Sales and Management - this is the abbreviated version of what we're after with this position. In this role at Sky, you will be leading, growing, and managing Sky's sales team and sales efforts. A strong candidate would be someone who will lead our Sales team in the day to day operations of sales. We are looking for a team player, who will support the sales team wherever needed. Serving our accounts well is important to us at Sky. The Sales Team Manager will help with handling and resolving customer needs and strive to provide a positive experience for our accounts. They will help set and implement policies as well as develop a strategic sales plan for future growth. They will collaborate with Marketing to create effective sales campaigns and promotions and with Operations to help implement sales strategies. They will also have oversight of the samples we send to our accounts.

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#### **RESPONSIBILITIES:**

- Leading the sales team in day to day tasks
- Hiring and training of new Sales Reps
- Supporting sales reps in handling and resolving customer needs regarding a product or service
- Managing internal processes regarding sales
- Defining and executing territory sales plans

- Developing a strategic sales plan for future growth
  - Setting sales quotas and goals
  - Setting sales policies and implementing them
  - Preparing sales budgets and projections
  - Overseeing sales, promotions, and campaigns
  - Collaborating with Marketing to create effective sales campaigns and promotions
  - Working with Operations to implement sales strategies
  - Managing sales team assets, sample needs, and event coordinating
  - Limited travel, 3-4 events per year (TRE, Runchella, etc) and in-person quarterly meetings that take place in Indy
  - Available for daily morning calls with the Sky Team- 9:00 am- Monday through Friday
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**SKILLS AND KNOWLEDGE:**

- High capacity to keep up with change and growth
  - Strong analytical skills to identify trends and sales patterns
  - Experience in forecasting sales
  - Ability to design and implement a successful sales strategy
  - Understands the function of retail small business
  - Ability to lead and mentor sales reps
  - Proficient in Microsoft Excel and Google Sheets
  - Excellent interpersonal, customer service, and communication skills
  - Planning, organization, and problem-solving skills
  - Self-starter, initiator, and leader
  - Positive attitude and approach to problem solving
  - Get it and want it attitude
  - Keen attention to detail
  - Team player
  - Flexibility
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**EXPERIENCE:**

- 5+ years of sales and managing teams
- Bachelor degree preferred but not required