

## **Director of Sales for Green Manufacturer in Brooklyn**

### **About IceStone:**

Founded in 2003, IceStone is the leading manufacturer of recycled glass and concrete countertops. We are also distributors of a variety of countertops that offer our customers not only environmentally sound options, but cost effective selections for their projects.. IceStone's triple bottom line operations include employee ownership, subsidized health and dental care, job training. The IceStone work environment is collaborative, innovative, fun, and fast-paced.

### **Job Description:**

The role of the Director of Sales involves a myriad of responsibilities including, but not limited to, designing the direct to homeowner sales effort, managing all sales reps,, speaking with customers, resolving problems, project tracking, developing and maintaining high level customer relationships. Travel to Key Accounts and Architectural Firms in NYC and promotion of all product lines in the Northeast, mostly in the NYC metro area. As we are a small company, the ability to collaborate on cross-functional teams will be important. This opportunity is ideal for someone who is motivated, energetic, self-directed, and likes working with people and traveling.

### **Responsibilities Include:**

- Visiting external customers (retail, fabricators, millworkers)
- Opportunity/Account management
- Running weekly Sales/Marketing meetings
- Ability to answering technical questions to cover all product lines
- Specification tracking using a CRM
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- Giving sales presentations
- Directing various customer trainings
- Cross functional work with Marketing
- Project identification
- Managing our extensive list of Fabricators

### **Qualifications:**

- Prior experience in sales a must
- Talent for prioritizing and multi-tasking in a fast-paced environment
- Strong verbal and written communication skills
- High level of organizational skills
- Creative problem solving skills
- Ability to work well on teams
- Social dexterity; comfortable speaking to a variety of customer types
- Ability to follow up and follow through
- Must have a sense of humor
- Quick learner
- Proficiency in Excel and Word
- Salesforce or CRM experience necessary
- Drivers license required
- Access to a vehicle
- Social media competency

**Deadline:** ASAP

### **How to apply:**

Please send your resume, salary history and cover letter via email to [dlamagna@icestoneUSA.com](mailto:dlamagna@icestoneUSA.com) with the subject: DirectorOfSales Representative. PLEASE NO PHONE CALLS.

Learn more about us at [www.icestoneusa.com](http://www.icestoneusa.com)