



VP of Sales

TSC Apparel, one of the top 100 privately held companies in Greater Cincinnati, is the 4th largest blank apparel distributor in the US serving a \$6 billion market. The company has tripled its revenue over the past decade through an aggressive expansion campaign. TSC operates 6 strategically located distribution facilities throughout the US. and distribute brands such as Gildan, Bella, Canvas, American Apparel, as well as our house brands - Tultex and Ei-lo - to more than 20,000 customers.

TSC Apparel is currently seeking a Vice President of Sales to be located in our corporate office in Cincinnati, Ohio. This key position would be part of the Management Team and would report to the Executive Vice President of Sales and Marketing. This individual must be able to thrive in a fast-paced environment which serves a very competitive market. The ideal candidate will have apparel experience and be confident in dealing with our customers, vendors and complete sales team in a B2B Sales environment. We are looking for someone who is a strategic thinker and wants to involve themselves in every facet of the business, looking to identify opportunities and develop action plans to drive our future growth and profitability.

Essential Functions:

- Work with executive leadership team to provide insight into our business and guidance on strengths, weaknesses, opportunities, and threats in the market place.
- Be a self-starter with a strong work ethic.
- Track record in successfully hitting sales plans and provide input into the future sales growth and sales goals, along with strategic directions and priorities.
- Create strong customer and vendor relationships.
- Provide leadership and work with Inside Sales Managers, National Road Sales Manager and complete sales organization to build a world class national and regional sales team to drive daily, monthly and annual results along with development of behavior accountability programs.
- Understanding of complex sales compensation plans, and ability to develop additional ones as the business needs dictate.
- Travel 30% to 40% of the time to trade shows and key customer visits.
- Plan and organize annual national meetings.
- Ability to manage complex pricing structures and special program quotes. Make recommendations regarding future pricing strategies, cost savings or profit generating opportunities and future pricing needs.
- Plan, develop, organize, and implement, future sales budgets and forecasts.
- Understanding of Sandler Sales training program or another nationally recognized program is a plus.

Organizational Responsibility:

The Vice President of Sales manages the Inside Sales Managers and National Road Sales Manager along with Strategic and Management Account Managers.

Job Requirements:

Required Education: Bachelors Degree with 8-10 years of Sales Management experience. MBA a plus but not required.

Desired Technology: Experience working with FDM4 CRM and ERP operating systems along with strong skills in Office and Outlook.

Desired Experience Level: Vice President of Sales of a business in the apparel industry with Sales of \$50 million+ is ideal. Multi-location wholesale distribution experience a plus.

TSC Apparel offers a competitive salary, a casual work environment and a comprehensive benefit package including Medical, Dental, Vision, Short and Long Term Disability, Life Insurance, Matching 401k and Tuition Reimbursement.