



3761 East Technical Drive
Tucson, Arizona 85713-5343

www.tattoomanufacturing.com

Posting Title	Sales Director
Company Name	Tattoo Manufacturing International
Dept.	Sales
Location	TM International – Tucson, Arizona
Zip Code	Remote
PPAI membership#	111028
Resumes emailed to:	njohnson@tminternational.com

Sales Director

JOB DESCRIPTION:

We are looking for a meticulous, detail-oriented Sales Director to be responsible for our Promotional Products sales teams to improve performance and achieve company goals. The Sales Director's responsibilities include developing strategic plans, preparing budgets, coordinating sales training programs, directing sales activities, and motivating and driving the team by example to ensure the growth of the company's sales.

To be a successful Sales Director, you should be a natural leader with the ability to inspire and motivate your workforce. Take a creative approach to developing new ideas that will stretch the organization and push the boundaries within the industry. Ultimately, a top-notch Sales Director should have an in-depth knowledge of the market and competitive products and have excellent customer service, interpersonal, and communication skills.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Provide strategic leadership and oversight of creative teams that devise, produce, and deliver promotional materials; collaborate with internal and external producers to set creative roadmaps that ensure alignment between all departmental activities and overarching organizational and corporate area strategies and objectives.
- Leverage research, analytics and stakeholder input to inform creative and strategic planning processes.
- Set financial and operational objectives and expectations for internal teams and external agencies responsible for delivering creative services; be accountable for departmental budget, ensuring that financial decisions are fiscally prudent and sound.
- Manage and motivate internal and external team members, providing direction, training, and support.
- Actively identify and encourage opportunities for team member growth.
- Working collaboratively, establish and drive new and innovative ways to support marketing and branding initiatives
- Lead Generation/Prospecting
- Working with Multi-Line Reps and Distributors
- Introducing company's new brand/products to marketplace and get credibility, awareness, and interest
- Create and managing sales plans
- Understanding customer pain points and concerns
- Understanding company's products and understanding key differentiators for each product
- Attending tradeshows online or in person
- Attending leads that are assigned to you
- Generating Quotes/Invoices

SKILLS/COMPETENCIES:

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1-877-776-5136



1-866-297-2884

California Tattoos

1-877-977-4682

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Strategic Thinking

- Creates strategic plans and translates into realistic goals that are achievable and successful
- Problem solver who effectively leads through ambiguity and complexity
- Data-oriented leader who seeks and leverages analytics to support decisions, align others with strategy and create actionable insights
- Balances the need for change with an understanding of how much change the organization is capable of handling

Innovative Mindset

- Creative, out-of-the-box thinker who is not afraid to push the envelope to try new things
- Takes a creative approach to developing new ideas that will stretch the organization and push the boundaries within the industry
- Challenges the status quo, but is also able to learn from the past
- Entrepreneur who welcomes the challenges and opportunities of working in a dynamic industry

Executing for Results

- Results-oriented self-starter with a dedicated work ethic and collaborative style
- Manages and prioritizes projects and requests against available resources
- Commits the organization to improved performance; tenacious and accountable in driving results

Leading Teams

- Creates high-performance teams and culture to achieve breakthrough results
- Attracts, develops and retains high potential talent
- Develops and leverages cross-functional relationships to deliver business results

Relationships and Influence

- Collaborator who works comfortably in highly diverse, cross departmental teams and interact effectively with reps and distributors
- Naturally connects and builds strong relationships with others, demonstrating strong emotional intelligence and an ability to communicate clearly and persuasively
- Successfully gains commitment and consensus for and executing projects
- Inspires trust and followership in others through compelling influence, passion and gravitas

EXPERIENCE:

- A Bachelor's degree in Marketing, Business Administration, or related field
- Minimum of ten years of sales experience in the promotional products industry
- Minimum of five years P&L ownership
- The ability to meet and exceed targets and goals

PHYSICAL REQUIREMENTS:

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The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this Job, the employee is:

- Regularly required to sit;
- Frequently required to walk
- Occasionally required to stand and stoop, kneel, crouch, or crawl.
- Frequently lift and/or move up to 10 pounds
- Occasionally lift and/or move up to 25 pounds.
- Travel

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