



Sales Manager

Company Description

Located in DeKalb, IL, Wehrli Custom Fabrication is a small but rapidly growing family owned and operated company specializing in the manufacture of high-performance diesel truck components and custom metal fabrication. Our continuing growth provides the right candidate an opportunity to build professional expertise. At WCFab, we are team playing individuals that take great pride in our reputation for providing the highest quality fabricated parts MADE IN THE USA.

In addition to Metal Fabrication, we have a top-of-the-line CNC Machining Department, Powder Coating Shop, and Performance Shop, which handles the installation of our product as well as general maintenance and repair on light duty trucks. To aid in the expansion of our product line and manufacturing capabilities, we relocated to a newly constructed state of the art, climate controlled, 112,000 sq. ft. facility as of January 2022.

Position Summary and Responsibilities

The Sales Manager will report to directly to the owner of the company This role will be responsible for the management and further development of the sales department. This role will also collaborate with other department heads to ensure that the overall goals of the organization are met.

Responsibilities will include, but are not limited to:

- Managing, coaching and developing each member of the sales team
- Designing and implementing variable compensation plans for the sales team
- Working with leadership to develop the goals for the sales team and its members
- Tracking and updating the sales team on their progress towards goals
- Providing input to the leadership team on the structure of the sales department and the roles of the individual members of the sales team
- Designing and implementing development plans for the members of the sales team
- Designing and manage systems for the management of key accounts, dealers and leads in general

Qualifications

- 10-15 years of experience in a consultative sales environment
- 5-10 years of management experience including team analytics and goal attainment
- Experience in the design and implementation of sales compensation plans
- Experience with CRM systems and sales tracking software
- Experience in the automotive industry a plus

Education

- Bachelor's degree preferred

Job Type: Full time, M-F

Pay Scale: Salary, Based on experience

Benefits: 401K with Match, Paid Vacation, Paid Holidays, Paid Personal Days, Health/Dental/Vision/Life Insurance with Employee Coverage, Employee Discount, Target Compensation Pay

The information in this position description is intended to convey information about the key responsibilities and requirements of the position. It is not an exhaustive list of the skills, efforts, duties, responsibilities or working conditions associated with the opportunity. Responsibilities are subject to change.