

## Sales Manager

A revolutionary leader in the kids products industry, Boon, Inc. specializes in designing innovative, "outside-the-crib" solutions for modern parents. Simply stated, what we do is who we are. We consider ourselves to be a group of fun, friendly, solution driven people and strive to create products that echo these attributes. We achieve this goal by modeling every aspect of our company around innovative, integrity-based and customer-centric processes.

We are looking for a sales manager who fits our company culture of motivated, driven, yet easy-going, group of people that aren't afraid to mix hard work with fun.

This position manages domestic sales, reporting to Kevin Clisham, Vice President of Sales and Marketing.

### Specific Tasks Include:

- Assist in the customer development and management of various sales channels and programs
- Work closely with customer relations department to motivate, drive, and attain sales initiatives
- Aggressively expand retail product placement
- Drive to exceed forecasted sales and new business targets within respective channels/territories
- Participates in account sales calls, sales team training, market visits, trade shows, new product launches and other promotional events
- Assist with customer and product specific sales forecasts.
- Gain understanding of the retail environment in each market and recommends/negotiates appropriate product mix, wholesale and retail pricing, merchandising and promotional strategies to maximize business growth in various channels
- Review and analyze channel specific budgets and performance history
- Develop business relationships in specialty stores, department stores, and upscale grocery, discount, closeout channels, and non-traditional formats (Promo/Premium)
- Create customer/product specific planograms
- Manages, motivates, educates and coaches independent sales team
- Educate sales team and retailers on value proposition
- Generate and distribute sales analysis including, but not limited to, monthly territory sales reports
- Travels to territories as required

### Qualifications and Skills:

- 3+ years experience as a sales manager or similar capacity
- College degree required
- Must be able to thrive in entrepreneurial environment
- Strong communication skills, both written and verbal
- Strong multi-tasking and organizational skills
- Experience working as a part of a creative team
- Ability to manage others
- Project management skills
- Consumer product marketing experience a plus