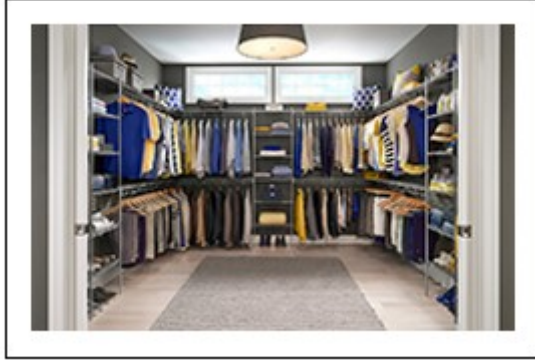


Regional Sales Manager-Building Division

Chicago, Illinois



Job description

ClosetMaid is the worldwide leader in home storage and organization, offering innovative wire and laminate/wood storage systems for use in bedrooms, kitchens, family rooms, laundry rooms, home offices, garages, and more.

Under the supervision of the Building Division Vice President, this position will be responsible to drive sales growth for the division through the management of all interfaces with residential and commercial builders, builder's designers, and architects in the new construction market.

Major Responsibilities include but are not limited to the following. Other duties may be assigned as necessary.

- Coordinating all business efforts with single family and multi-family commercial builders, builder designers, and architects
- Responsible for managing, implementing and promoting the overall Building Division sales strategy and communicating with the appropriate sales personnel both internal and external as well as the subcontractor base
- Work with VP of Sales, National Account Managers, Regional Managers & independent reps as well as our financial team to develop programs and agreements appropriate for maintaining and growing ClosetMaid's market share
- Maximize the growth and profitability of our overall business relationships
- Works with supervisor on builder contracts
- Responsible for the follow up of builder and architect leads from various events during any given year
- Deliver effective presentations and demonstrations in order to show customer benefits



Supervisory Responsibilities

Works in conjunction with National & Regional sales personnel in order to provide supervision of external independent rep agents

Requirements:

- Bachelor's degree or higher
- 3 to 5 years progressive experience in sales and/or marketing
- Knowledge of and demonstrated success selling to builders/architects/designers
- Ability to prioritize and organize
- Ideal candidate should be within a 50 mile radius of Chicago
- Capable of working with limited supervision (Midwest-based)
- Superior leadership, competitive spirit and desire to win
- Strong strategic thinking and decision-making capabilities necessary
- Contribute to effective team output through cooperation, participation and a commitment to shared vision and goals
- Engage effectively with local sales teams in order to manage customers
- Experienced with CRM system
- 40% travel required
- Microsoft Office:
 - Excel-Intermediate
 - Word-Entry
 - PowerPoint- Entry
 - Outlook- Entry

Work Authorization

No calls or agencies please. ClosetMaid will only employ those who are legally authorized to work in the United States. This is not a position for which sponsorship will be provided. Individuals with temporary visas such as E, F-1, H-1, H-2, L, B, J, or TN or who need sponsorship for work authorization now or in the future, are not eligible for hire.

Equal Opportunity Employer

ClosetMaid is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment.

If you have a disability and are having difficulty accessing or using this website to apply for a position, you can request help by contacting Human Resources at 1-352-401-6317 or by sending an email to Careers.Closetmaid@emerson.com to make appropriate arrangements.



About ClosetMaid

Actually, it's all about you. We began with a desire to help people improve the storage in their home. Founded in 1965 in Delray Beach, Florida, we were the first to manufacture ventilated wire shelving for closets in new home construction. We grew quickly, and in 1970 moved to our current headquarters in Ocala, Florida. Today we are the worldwide leader in home storage and organization, offering innovative wire and laminate/wood storage systems for use in bedrooms, kitchens, family rooms, laundry rooms, home offices, and garages – wherever people need to store and organize their things.

ClosetMaid®, a business unit of Griffon Corporation (NYSE:GFF), is the worldwide leader in home storage and organization, offering innovative wire and laminate/wood storage systems for use in bedrooms, kitchens, family rooms, laundry rooms, home offices and garages – wherever people need to store and organize their things. Our products are available at home improvement stores, mass merchants, online, and from ClosetMaid Authorized Dealers.

ClosetMaid offers a competitive benefits package including medical, dental, vision, 401(k), & PTO