



OE (Original Equipment) Solutions Sales Manager

Contact: GENUINE AUTO PARTS

Email: genuine_auto_parts@countyjobs.careers

https://az-maricopa.countybuyselltrade.com/jobs/oe-original-equipment-solutions-sales-manager_phoenix_59677

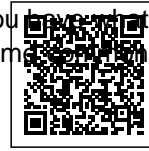
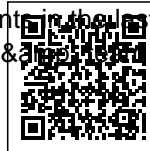
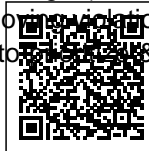
Address:

Phoenix

Price:

Check with seller

DetailsApplyNAPA is a Parts Store and So much more! We are driven to have the best people on our team to get the right parts to the right place at the right time. And to do this, we need the right Talent to join us as a OE Solutions Sales Manager. An amazing opportunity for the right person! The Role:This individual will be responsible for developing new business, current client retention, customer satisfaction, process management and solution development. If you have a passion for driving customer awareness and excitement of a product, then we would love to hear from you! This is the right opportunity for you if: Love the challenge of developing business relationshipsYou wake up to succeedYou love providing phenomenal customer care Just truly love sales A Day in the life:Drive customer awareness NAPA product offering through training at the DC, Store and Dealer level Consistently meet or exceed monthly, quarterly, yearly financial targets Utilize existing network to generate and develop new customer accounts to increase sales Pipeline Management – Identify, track and facilitate closure of key opportunities Establish and maintain strong customer relationship at all levels within the Division including DVP, GM, DC management team and company-owned and independently owned stores management team Provide top-notch customer service and communication to all accounts in your territory. Visit new and existing accounts to build and maintain good relationships with customers at all levels to ensure 100% account retention Understand the customer and their needs, and effectively work with local management team (General Manager, District Manager, and Sales Manager) to offer insight and intelligence with respect to customer demands Identify areas of concern and advise management of corrective actions as required Call on NAPA Stores and their respective customers informing them of sales promotions and sales opportunities.Work with the local independent NAPA Stores to gain new customers Communicate with customers via phone calls, email, etc. with excellent follow up skills What you’ll need: Bachelor’s Degree or equivalent sales/marketing experience3-5 years of previous selling and account management experienceMust have a solid record of success developing new business, while still being able to maintain and grow existing business Be able to travel within assigned territory and travel to account/sales meetings (75% travel, including some weekends/overnights)Possess a valid driver's license with no DWI conviction within the past four years and not have over three moving violations or two at-fault accidents in the last three years. Have this test 2 Then you have what it takes!Have a sense of urgency, initiative, tenacity, accountability to the job. Customer service Sales oriented Ability to close a sale Overcome



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