

Job Title: National Sales Manager

Location: San Francisco, CA

Department: Global Sales

Reports to: Director of Sales

Date posted:

Full-time Position

Job Summary

We are seeking a proven, strategic sales leader as a National Sales Manager to lead a team of Sales Reps who are tasked with generating growth within our new and existing customer base. This individual will be responsible for generating revenue growth and achieving individual, team and organizational revenue and margin targets. They will also be a valuable contributor to the wholesale sales strategy, leading implementation and driving execution to achieve corporate objectives. Ideal candidates should possess a solid business-to-business application sales and management history. This is a full-time position.

What you'll be doing in this role

- Responsible for developing new business opportunities, ensuring customer needs are met satisfactorily, and ensuring that the company's presence in the U.S. is meeting the company's standards and expectations
- Train sales staff, implement sales incentive programs and goals to increase rep performance
- Develop and maintain relationships with major or key accounts within the territory
- Plan and implement seasonal sales programs and incentives
- Work with marketing team to increase brand awareness and identify market opportunities
- Plan and execute on regional and national trade shows
- Maintain an organized account and opportunity portfolio in Sales Force
- Report to leadership on forecasts and revenue tracking for the territory
- Execute on special projects to support bottom line and growth initiatives for the sales team and the company
- Monitor and enforce Timbuk2's Unilateral Advertised Price Policy utilizing price monitoring software and managing communications with Timbuk2's legal team

What you'll need to rock this role

- 3+ years relevant experience in Account Management and Personnel Management
- Ability to analyze business intelligence tools
- Familiarity with cloud-based Google Enterprise tools
- Experience utilizing CRM tools
- Initiative, drive, and out-of-the box thinking
- Ability to lift and carry 15 pounds
- Self-starter; be your own master!
- High tolerance for stress mixed with a strong sense of urgency and a healthy dose of detail obsession
- Ability to express thoughts and ideas clearly through writing and visuals
- Love of dogs and/or willingness to hang out with them in the office
- 50% travel required

About Timbuk2

[Timbuk2](#) was born in a San Francisco garage and raised on the backs of hard-working bike messengers. Since 1989, we've manufactured good-looking, tough-as-hell bags in our San Francisco factory. Timbuk2 bags outlast jobs, relationships and sadly, even some pets. We work hard, play hard and always always say "yes" to adventure. Read more about our history [here](#).

Please send resume and cover letter to jobs@timbuk2.com and include "SALES" in the subject line.
Cheers!