



Sales Manager Job Description

Manage DBS Sales Pipeline

- Coordinate – Encourage Weekly Sales Team Reporting
- Pipeline Calls with Sales Team
- Manage CRM System

Help Develop & Grow

- Sales Segments and Territories
- Build Relationship with large Accounts

Team Building with Sales Team

- Virtual Sales Meeting
- In - Person Sales Meetings
- Coordinate Training Sessions and annual Jobber Meetings
- Manage Chevron Promotions

Manage Supplier Requirements – Obligations

Help with Supplier Negotiations

Chevron Supplier

- Training
- CRM
- RBLs – Best in Class – Account Plans – Co-selling
- Submit Rebate/Special Pricing Requests

Travel Requirements – Expectations

- Travel with Sales Team – get to know our key Customers
 - Monthly Trip to Bismarck – 2-3 days
 - Monthly Trip to Sioux Falls – 2-3 days
 - Monthly work with Barnesville Team

Office Expectations

- Office out of Barnesville
- Be part of the Management Team