

Residential Construction Products, Business Sales Strategist. Must have Bachelor's degree in Business Administration, Marketing or related field in Business, plus, 12 months work experience in job offer or 12 months work experience in business related management position. Direct the distribution of architectural coatings and various products for residential construction to customers. Analyze sales statistics gathered by staff to formulate policies, to determine sales potential and inventory requirements and monitor the preferences of customers, and assist dealers in promoting sales. Resolve customer complaints regarding sales and service. Monitor customer preferences to determine focus of sales efforts. Direct and coordinate activities involving sales of manufactured products, services, distribution products, or other subjects of sale. Determine price schedules and discount rates. Review operational records and reports to project sales and determine profitability. Direct, coordinate, and review activities in sales and service accounting and recordkeeping, and in receiving and shipping operations. Plan advertising services and secure information on customer specifications. Prepare budgets and approve budget expenditures. Directs staffing, training, and performance evaluations to develop and control sales program. Assigns sales territory to sales personnel. Reviews market analyses to determine customer needs, volume potential, price schedules, and discount rates, and develops sales campaigns to accommodate goals of company. Directs product simplification and standardization to eliminate unprofitable items from sales line. Analyzes and controls expenditures of division to conform to budgetary requirements. Prepares periodic sales report showing sales volume and potential sales.

**Mail resumes to Corev America, Inc., ATTN: R. Kane,
11620 Brittmore Park Drive, Houston, Texas 77041.**