

Pac-Mac Sales Department

General Manager of Production and Sales

- Oversees the overall operations, ensuring the plant runs efficiently, safely, and profitably
- Develop and implement strategies to achieve production, quality, safety, and financial goals
- Ensures compliance with regulatory standards, industry best practices, and company policies
- Optimizes manufacturing processes to improve efficiency and reduce costs
- Ensures timely delivery of high-quality products that meet or exceed customer expectations

National Sales Manager

- Keeps current with economic indicators, changing trends, supply and demand and competitors to maintain sales volume and product mix.
- Develops and implements new programs, sales initiatives and strategies to capture key demographics
- Designs cross-selling programs and campaigns
- Determines the company's gross-profit and annual unit plans by analyzing trends and results and implementing marketing strategies
- Develops field sales action plans to facilitate the implementation of the regional sales programs
- Plans for the achievement of individual and divisional targets in alignment with the strategies and policies of the company
- Establishes sales objectives by projecting expected sales volume and forecasting and developing sales quotas for territories and the region
- Organizes training for new staff
- Develops and reviews long- and short-term sales strategies
- Researches the market and competitors

(2) Regional Sales Managers

- Meets with customers to discuss their evolving needs and to assess the quality of the company's relationship with them
- Recommends service and product enhancement to improve the sales potential and customer satisfaction
- Documents customer interactions and maintain data related to activities, accounts and partners
- Develops and maintains channels between product developers and resellers
- Sells products by maintaining and expanding customer base
- Negotiates prices and terms and prepare sales agreements
- Identifies prospective customers, lead generation and conversion
- Performs cost-benefit and needs analysis of existing /potential customers to meet their needs
- Meets with customers to discuss their evolving needs and to assess the quality of the company's relationship with them

(2) Territory Sales Managers

- Meets with customers to discuss their evolving needs and to assess the quality of the company's relationship with them
- Recommends service and product enhancement to improve the sales potential and customer satisfaction
- Documents customer interactions and maintain data related to activities, accounts and partners
- Develops and maintains channels between product developers and resellers
- Sells products by maintaining and expanding customer base
- Negotiates prices and terms and prepare sales agreements
- Identifies prospective customers, lead generation and conversion
- Performs cost-benefit and needs analysis of existing /potential customers to meet their needs
- Meets with customers to discuss their evolving needs and to assess the quality of the company's relationship with them

(2) Operations Sales Specialist/Inside Sales:

- Manages CRM systems, ensuring accurate and timely data recording and reporting
- Generates forecasts, insights and recommendations to support sales strategies
- Oversees sales support functions, including pricing, contracts, and order processing
- Identifies opportunities for process improvements and solutions
- Collaborates with the sales team to understand their operational needs and help achieve their goals
- Ensures the sales team runs efficiently by developing strategies, analyzing data, and implementing tools and solutions