



Director of Retail Sales

Randal Retail Group is a manufacturer of custom, permanent retail store fixtures and millwork. We are coming off a record-setting year and looking to build on that success. If you are a relentless prospector, with experience selling big-ticket, long sales-cycle products or services, we should talk.

The person we're looking for must:

- Be comfortable cold-calling, asking tough questions and risking rejection
- Have built a book of business from zero, to \$5million+ in annual sales
- Implement weekly prospecting behaviors, to build a robust pipeline
- Drive sales forward through identifying prospects' budgets and decision making processes
- Show a history of setting and reaching/exceeding sales goals
- Have 5+ years calling at the VP/Director level, preferably selling to national retail chains
- Demonstrate success with selling a value-added program and not just lowest price
- Follow a systematic process to close business - prior formal sales training is a plus

This position will be based at our corporate offices in Batavia, IL.

What we're offering:

- Family-owned, Team-oriented company
- Just celebrated our 35th year in business
- A great reputation with our customers and within our industry
- Ongoing sales training program that helps achieve success
- Competitive, commission-oriented incentive program
- Experienced, hands-on management team, fully engaged in job fulfillment

Check out our company and our work at randalretail.com

If you're interested, and have the above experience, please forward your resume to:

info@randalretail.com