



Water St.
P.O. Box 188
Springvale ME 04083-0188

Job Summary:

Jagger Brothers, Inc. established in 1898 is a family owned worsted yarn spinning mill located in Springvale, Maine. The Company is seeking a qualified person for the position of Sales Manager. This position will be responsible for continuing to support and grow our customer relationships, brand building and marketing efforts. In addition to working directly with suppliers to purchase raw materials, watching fiber supply market trends to maximize our purchasing budget and ensure necessary stock is on hand.

Essential Duties/Responsibilities:

- Manage ongoing contracts and business relationships, providing strong clear communication and excellent customer service.
- Prepare analyses and reports that monitor, forecast and analyze sales activity and trends in order to spot new markets and growth potential for manufacturing and craft yarn clients.
- Work closely with the Plant Manager to help schedule accurate delivery dates and manage customers' expectations.
- Work with suppliers to procure raw materials, managing both market fluctuations and delivery dates to the company's advantage.
- Work with the Manager of the Jagger Spun Division to identify new markets and potential customers.

Job Qualifications:

- Sales experience, preferably in the textile or related industry.
- Knowledge of inventory management program (SAGE or similar) a plus.
- Excellent leadership and interpersonal skills and ability to work successfully with a variety of people.
- Highly organized, self-motivated, and energetic individual.
- Strong computer skills including the use of Word, Excel, E-mail and the use of Social Media as it pertains to marketing and sales goals.
- Outstanding analytical, creative problem-solving and verbal/written communication capabilities
- Previous experience in the development of strategic plans, sales forecasts and budget management desirable.

Education:

Bachelor's degree in business or manufacturing with an emphasis in sales and marketing, or equivalent experience

Job Level:

Manager

Salary/Benefits:

Salary Commensurate with education and experience. Company 401(k) and group health insurance.

NOTE: This job description is not intended to be an exhaustive list of all duties, responsibilities, or qualifications associated with the job. Jagger Brothers Inc. reserves the right to modify and change responsibilities and duties herein without notice.

Jagger Brothers, Inc. is an equal opportunity employer and will not discriminate against any employee or applicant on the basis of age, color, disability, gender, national origin, race, religion, sexual orientation, veteran status or any classification protected by federal, state, or local law.