



**Water Safety Consulting  
& Pool Management, LLC**

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<b>Position Title:</b> <b>Director of Sales and Product Management</b>	
<b>Position Type:</b> <b>Part-Time</b>	<b>Reports to:</b> <b>Owner</b>
<b>Job Description</b>	
<p>Director of Sales and Product Management maintains high standards of customer service, open and timely communication, and leadership. Working in collaboration with the Ownership, Director of Training, and the Director of Operations, the Director of Sales and Product Management makes connections with customers and creates long-lasting relationships. He/she will be responsible for Outside Sales in a thriving B2B marketplace. He/she will be a self-starting professional with managerial experience and a proven track record in sales. The Director of Sales and Product Management must remain current with the latest products and updates in the Health &amp; Safety as well as the Emergency Preparedness and Response industry. Working knowledge of the American Red Cross, American Heart Association, and ASHI guidelines and requirements is a plus. The Director of Sales and Product Management works cooperatively with the Owner, Director of Operations, and Director of Training to maintain an organized and professional environment.</p>	
<b>Essential Job Functions</b>	
<p>Director of Sales and Product Management shall:</p> <ul style="list-style-type: none"> <li>• Create and advertise weekly, monthly, and quarterly sales goals and keep ownership apprised of the progress.</li> <li>• Prepare sales reports and sign off on their accuracy before submitting them.</li> <li>• Assess the competitive landscape and institute changes to the sales program in response to competitors' changes.</li> <li>• Establish a referral network with local businesses and find ways to maximize value from those connections.</li> <li>• Implement a sales training and orientation program to educate new hires to the department as the company grows.</li> <li>• Collaborate with all team members to develop and refine company's vision.</li> <li>• Maintain active and up to date operationally necessary spreadsheets and/or documents.</li> <li>• Assist in developing and delivering staff professional development and training.</li> <li>• Meet, as needed, via video conferencing and/or in-person conferencing, with other team members.</li> </ul>	

“Ensuring Safety; Providing High Levels of Customer Service; Maintaining Facility Quality”

- Maintain open communication with all team members.
- Demonstrate high levels of professionalism while representing the company and serve as a model for all other employees.
- Create strong relationships with key client stakeholders at both senior and mid-management levels.
- Work closely with colleagues on cross-territory opportunities and other internal teams on marketing materials and cause studies.
- Understand the competitive landscape and market trends.
- Understand and effectively communicate the company's value prop, tech, process and current partnerships.
- Establish, with ownership input, sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.
- Establish and adjust selling prices by monitoring costs, competition and supply and demand.
- Identify and solve client issues strategically.

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