



## Galley Sales Manager for California

### **Job Description**

A results driven sales professional with a proven track record of success. The Galley Sales Manager will ensure the implementation of the sales plan for the assigned territory. The successful candidate will be able to represent very high company standards, achieve sales goals, and contribute to the overall direction of the company.

### **Principal Duties and Responsibilities:**

- Acquire, onboard, and support key dealers, including Kitchen Cabinet firms, Plumbing Distributors, Appliance Companies, Designers, Architects, and Specifiers in the assigned territory who will promote, specify and sell The Galley line of products.
- Prepare and present The Galley sales presentations to key influencers within the Kitchen Design, Plumbing and Appliance networks.
- Attend and participate in local/national trade shows & industry events.
- Schedule and conduct showroom trainings, owner meetings, and networking events that lead to increased sales from existing and new Dealers.
- Quickly gain market insight to the needs of Dealers and customers, and relay information back to The Galley Corporate HQ.
- Actively participate in management meetings to discuss sales strategy, operating trends, results, and future goals.
- Perform other related duties as assigned by management.

### **Working Conditions:**

- Based in the assigned territory
- Approximately 60%-70% travel within the assigned territory.

**Qualified candidates must be goal-driven sales professionals who possess:**

- Bachelor's degree in business or related field (Required)
- 6+ years sales experience with documented success, (Kitchen/Plumbing/Appliance Industry experience preferred but not required)
- Ability to foster strong, long term relationships
- Strong work ethic
- High level of integrity
- Strong presentation and sales skills
- Proficient in Microsoft Outlook and MS Office Suite of applications, including Word, Excel and PowerPoint
- Candidate must be a good cultural fit with a company that is employee centered, has very high quality standards, is team driven, operates with the highest level of trust and integrity, and is customer focused.

**Compensation**

The Galley offers a competitive compensation package.

**The Galley, LLC**

The Galley, LLC is the parent company of the award-winning, innovative Galley Workstation. It is rapidly expanding its distribution network throughout North America through a growing network of high quality Dealers that include Kitchen Design firms, Plumbing Distributors and Appliance companies as well as builders, architects and other specifiers.

The Galley Workstation is a super-functional, smart and stylish workstation where prepping, serving, entertaining, and clean-up can all happen in one convenient place. It is literally reinventing the way people think about and use their kitchens. Ideal for any indoor or outdoor kitchen, it works perfectly in both large and small kitchens. The Galley Workstation® is available in six lengths: the IWS 2, 3, 4, 5, 6, and 7; as well four double-bowl models. Experience it at [thegalley.com](http://thegalley.com).