



The Sound of Imagination

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WEB SITE: www.miscospeakers.com

MISCO: Minneapolis Speaker Company

Position Title: Sales Manager

Reports to: Chief Operating Officer

Location: Minneapolis, MN

Duration: Full-Time

Travel: 10% Domestic & International

MISCO

Established in 1949, MISCO is a global leader in audio system solutions providing both domestic and off-shore production of loudspeakers, loudspeaker systems, and amplification with DSP. In 2001, MISCO built a new corporate headquarters and manufacturing facility in Minnesota, in contrast to the trend of moving loudspeaker production entirely off-shore. In 2014, Warkwyn Labs and its complete Klippel testing capabilities were acquired by MISCO and moved to Minneapolis. And in 2017, through the purchase of Oaktron from Mitek, MISCO is growing its capabilities in the aerospace and military markets.

MISCO is continuing on its path for robust growth in the coming years by targeting key industries such as Pro-Audio, medical devices, high-end home systems, gaming, and more. An enthusiastic and creative Sales Manager with a deep commitment to delivering quality, customer-focused solutions is a critical piece of our ambitious goals. Energetic and resourceful candidates with a passion for audio are encouraged to apply.

Core Responsibilities

At MISCO, the quality of our product and satisfaction of our customers inspires us to improve every day. To support this goal, the Sales Manager will:

- Design and deliver an effective sales plan that increases revenue while developing both current and new customers and markets
- Map and implement a written sales process that promotes consistency across all sales activities
- Conference with key accounts regularly to monitor changes in personnel, their product sales, and their future needs to manage and support their relationship with MISCO
- Collaborate effectively with process owners in the organization, such as: engineering, quality, purchasing, inventory management, and order processing to deliver on customer expectations

At MISCO, our passion motivates us to collaborate; driving innovation and creativity in our solutions. To promote these activities the Sales Manager will:

- Possess a working knowledge of the audio industry to support the design and development activities of MISCO's customers and engineers
- Support other departments by following established procedures regarding new development, customer satisfaction and dissatisfaction, and production protocols
- Demonstrate proficiency in the suite of Microsoft products, such as: Outlook, Excel, Word, and PowerPoint as well as adaptability to learn and effectively utilize new programs

At MISCO, our unique position as a North American loudspeaker manufacturer encourages our aggressive growth plans. To achieve these targets, the Sales Manager will:

- Develop accurate sales forecasts to ensure that MISCO maintains proper levels of inventory and resources to support customer needs and meet company goals for on-time delivery and profitability
- Manage the quoting process to establish pricing that is competitive, fair, and profitable
- Leverage superb written and oral communication skills to work effectively with other team members, deliver fact-based analytical solutions, and negotiate with both internal and external customers



Professional Abilities and Experience

- ✓ You are detail-oriented and analytical. To you, the small stuff matters because it is part of the larger picture.
- ✓ You are driven, self-motivated, and focused. You take ownership of your skills and personal processes.
- ✓ You have a demonstrated track record in creating and executing successful sales plans resulting in significant revenue increases.
- ✓ You have 2 - 5+ years of professional audio sales experience and the ability to analyze and interpret technical information.
- ✓ You find documenting customer interactions to be a critical sales activity and have used CRM platforms in the past to organize your customer data, track account changes, and review performance metrics.
- ✓ You are hardworking, dependable, and enthusiastic. Excellent written, verbal, and presentation skills make you an effective leader and teacher.

How to Apply

Candidates are welcome to apply by submitting a resume and cover letter to the attention of:

David Wilson
Chief Operating Officer
MISCO: Minneapolis Speaker Company
dwilson@miscospeakers.com