



Exciting Opportunity: Sales Manager at Mentor Lumber & Supply Co.

Locations: Mentor & Chardon

Industry: Lumber & Building Materials

Status: Full-Time | Exempt

About Mentor Lumber

For over 100 years, Mentor Lumber & Supply Co. has been the trusted partner in Northeast Ohio's building community. We're more than just a lumber yard; we are a team of professionals dedicated to delivering top-notch customer service, quality products, and operational excellence. We're looking for an **"Exceptional" Sales Manager** to join our team and lead us into an exciting future. If you're passionate about driving sales, design, and building lasting relationships, this is your chance to make a significant impact in a thriving industry!

What You'll Do:

As the **Sales Manager**, you'll be at the heart of our sales operations, driving growth and elevating performance across multiple departments. You'll work closely with your team, developing winning sales strategies, nurturing client and vendor relationships, and ensuring our operations are efficient and profitable. You'll also play a pivotal role in shaping our sales team through coaching and leadership, all while supporting the vision of becoming **"The Best Lumber Yard in Northeast Ohio."**

Key Responsibilities:

- **Lead with Strategy:** Create and execute innovative sales strategies that push the envelope and drive results.
- **Financial Stewardship:** Direct all sales operations, ensuring we hit targets and optimize profitability. Monitor financials closely and take action to minimize waste and maximize revenue.
- **Empower Your Team:** Motivate, mentor, and coach a high-performing sales team. Provide constructive feedback, facilitate training, and help team members grow into leadership roles.
- **Optimize Operations:** Ensure inventory, product handling, and financial controls are spot-on, reducing loss and boosting efficiency.
- **Client & Vendor Relations:** Build strong relationships with clients, contractors, and vendors to secure the best deals and keep business flowing smoothly.

The Mentor Lumber and Supply Co.

7180 Center St. Mentor, OH 44060 440.255.8814

332 Center St. Chardon, OH 44024 440.285.2251

- **Continuous Improvement:** Analyze reports, identify opportunities for growth, and make data-driven decisions to optimize sales processes and customer satisfaction.
 - **Liaise Across Departments:** Act as a key link between the sales team and other departments to ensure smooth communication and alignment with company goals.
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What We're Looking For:

- **Proven Sales Leadership:** A track record of success in sales management, especially in the lumber, building materials, or construction industries.
- **Financial Acumen:** Expertise in budgeting, financial oversight, and cost management, with the ability to drive profits.
- **People Skills:** Strong communicator who knows how to connect with clients, vendors, and team members to build trust and drive results.
- **Organizational Skills:** Able to juggle multiple projects, maintain focus on priorities, and execute flawlessly.
- **Industry Knowledge:** Familiarity with sales strategies, CRM tools, inventory management, and building materials.
- **Coaching & Development:** Experience in mentoring and developing sales talent, with a commitment to growing the team's capabilities.

Education or Experience:

- A Bachelor's degree in Business, Sales, Marketing or related fields, or comparable experience.
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Why Mentor Lumber?

- **Competitive Compensation:** Attractive salary with performance-based bonuses to reward your hard work.
- **Generous Benefits Package:** Health, dental, and vision insurance to keep you and your family healthy.
- **401k and Profit Sharing**
- **Vacation & Time Off:** Paid Vacation, Personal Days and Holiday Pay
- **Career Growth:** Opportunities for professional development and advancement within a growing company.
- **Collaborative Culture:** Be part of a tight-knit team where **Excellence, Teamwork, and Respect** are at the core of everything we do.
- **Proud Legacy:** Work for a company with a century-long tradition of success, quality, and customer satisfaction.

If you're a driven, results-oriented sales leader with a passion for the lumber and building materials industry, this is your chance to make a real impact at Mentor Lumber. Ready to step into a leadership role that challenges and rewards you? **Apply today** and help shape the future of one of Northeast Ohio's finest building supply companies!

How to Apply:

Apply on LinkedIn, Glassdoor, Indeed or send your resume and application to Human Resources: hr@mentorlumber.com.